

FIG. 1A

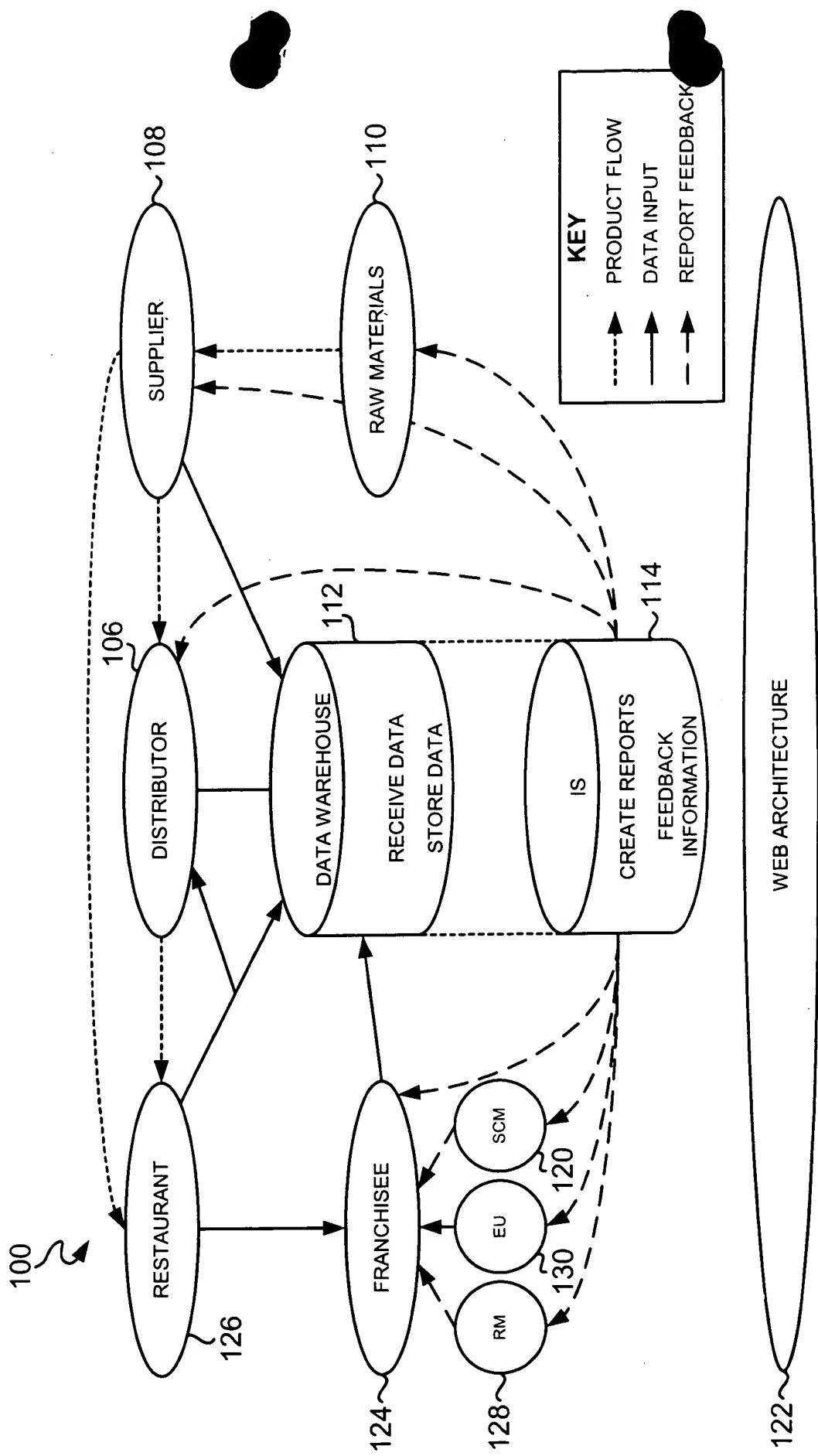


FIG. 1B

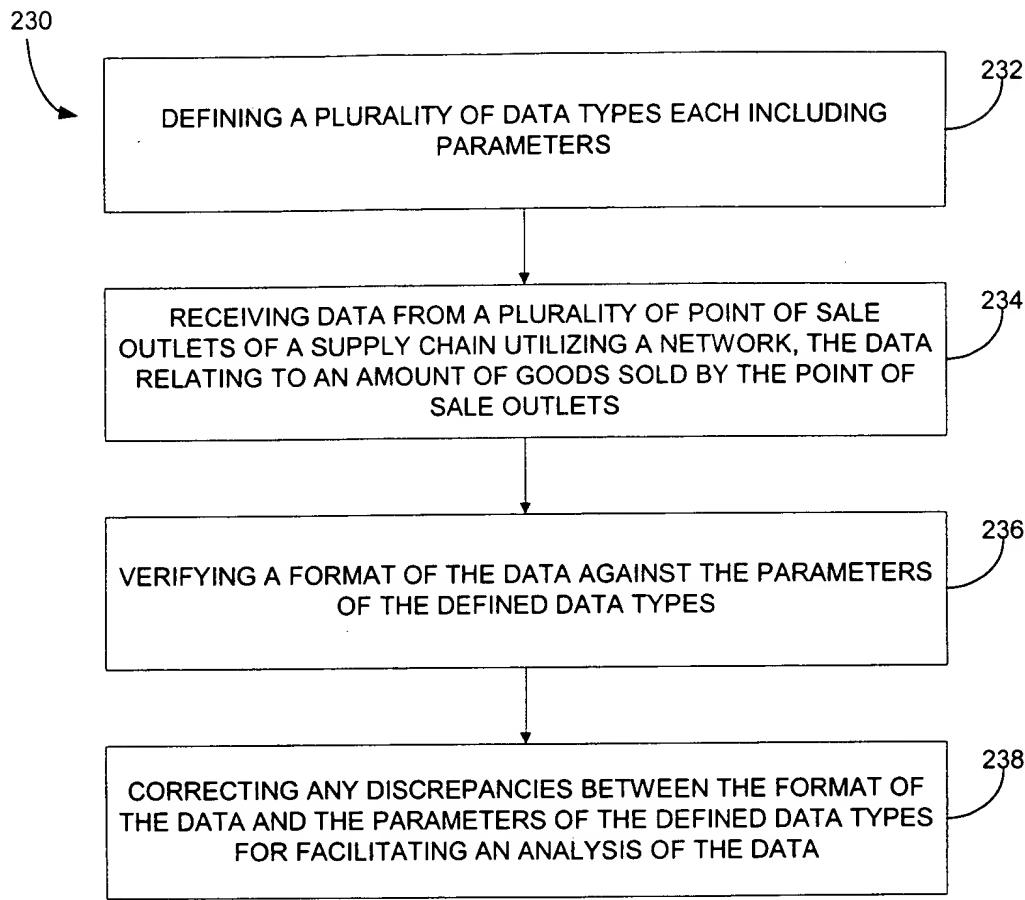


FIG. 2

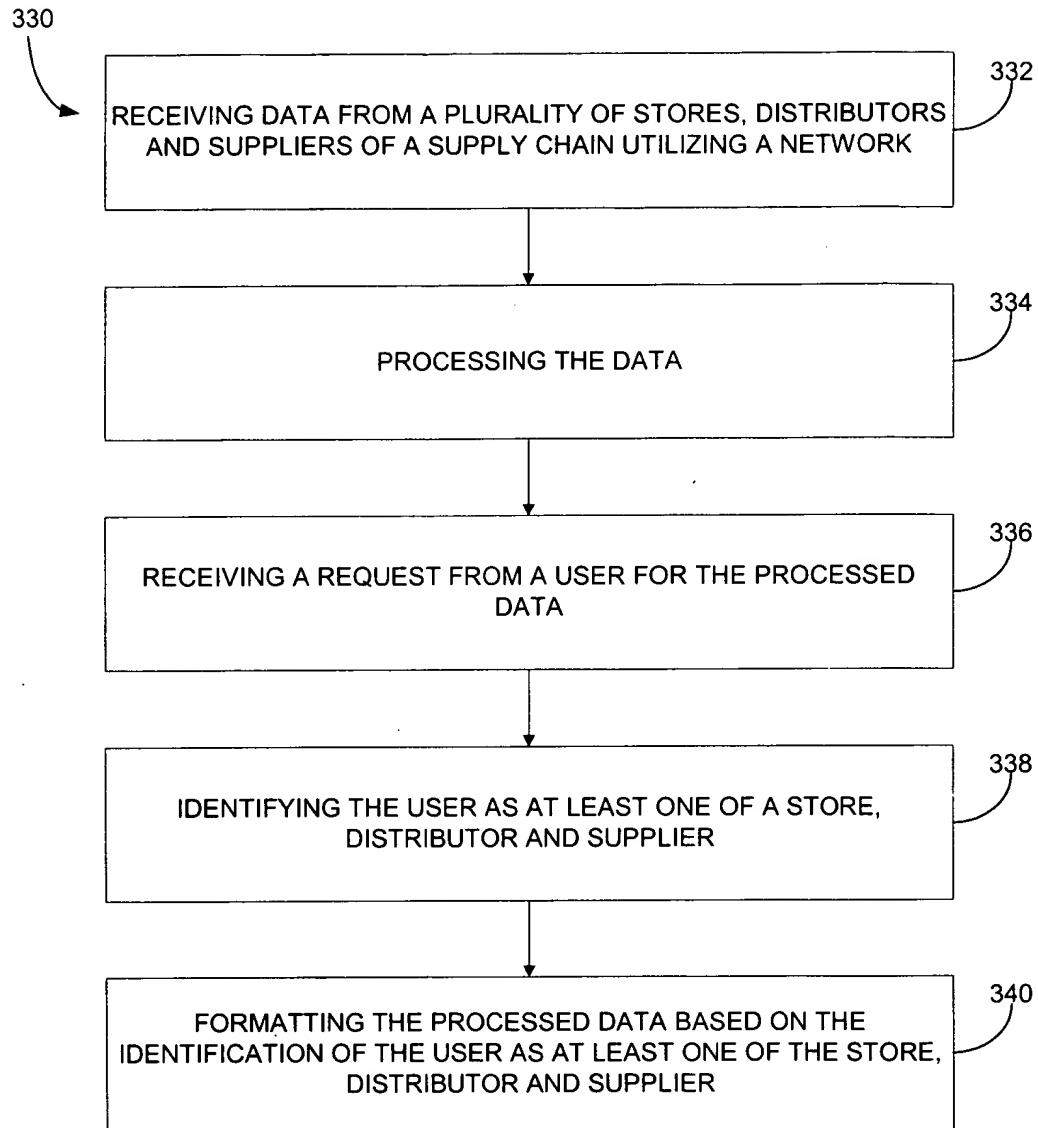


FIG. 3

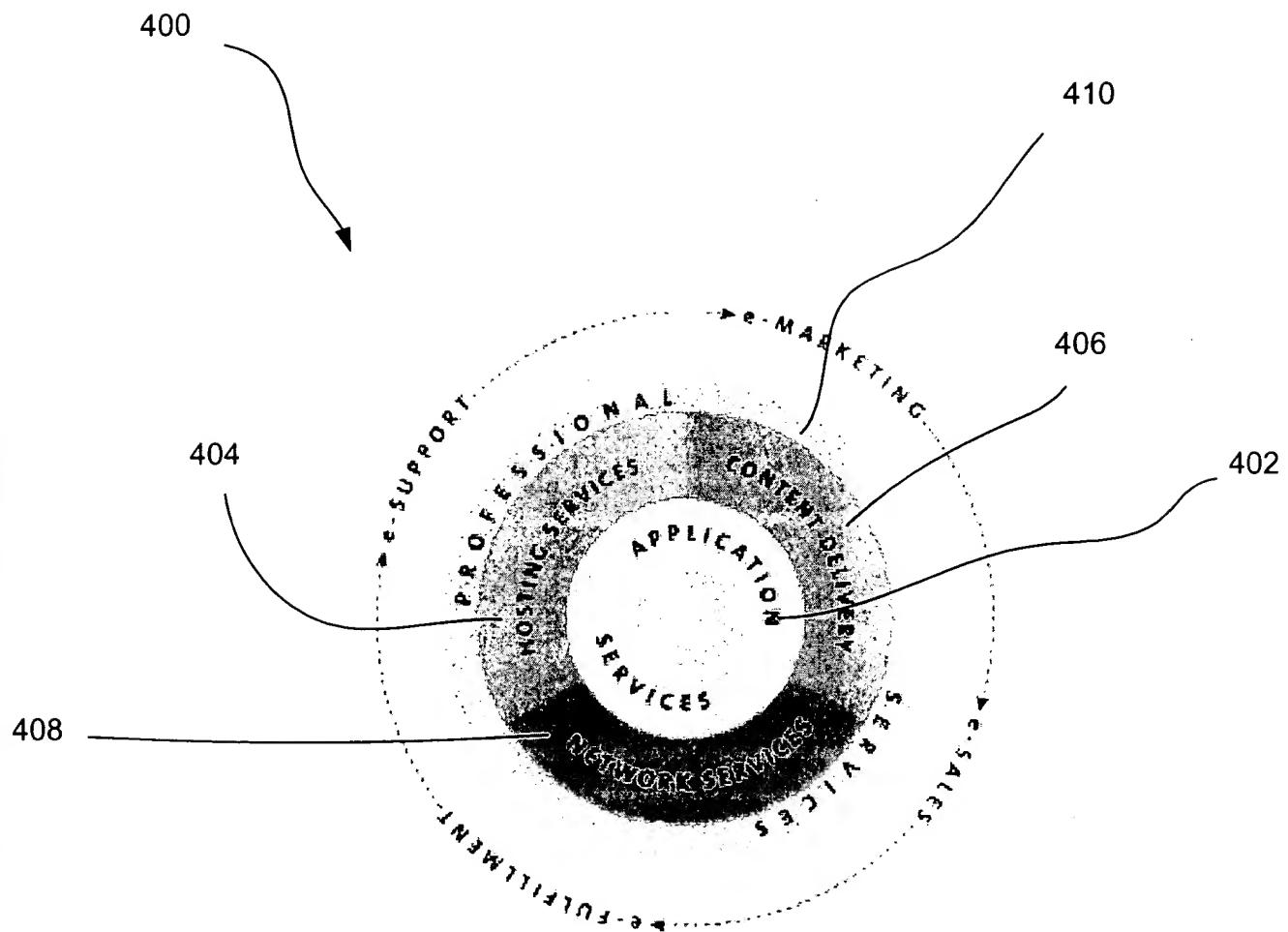


Fig. 4

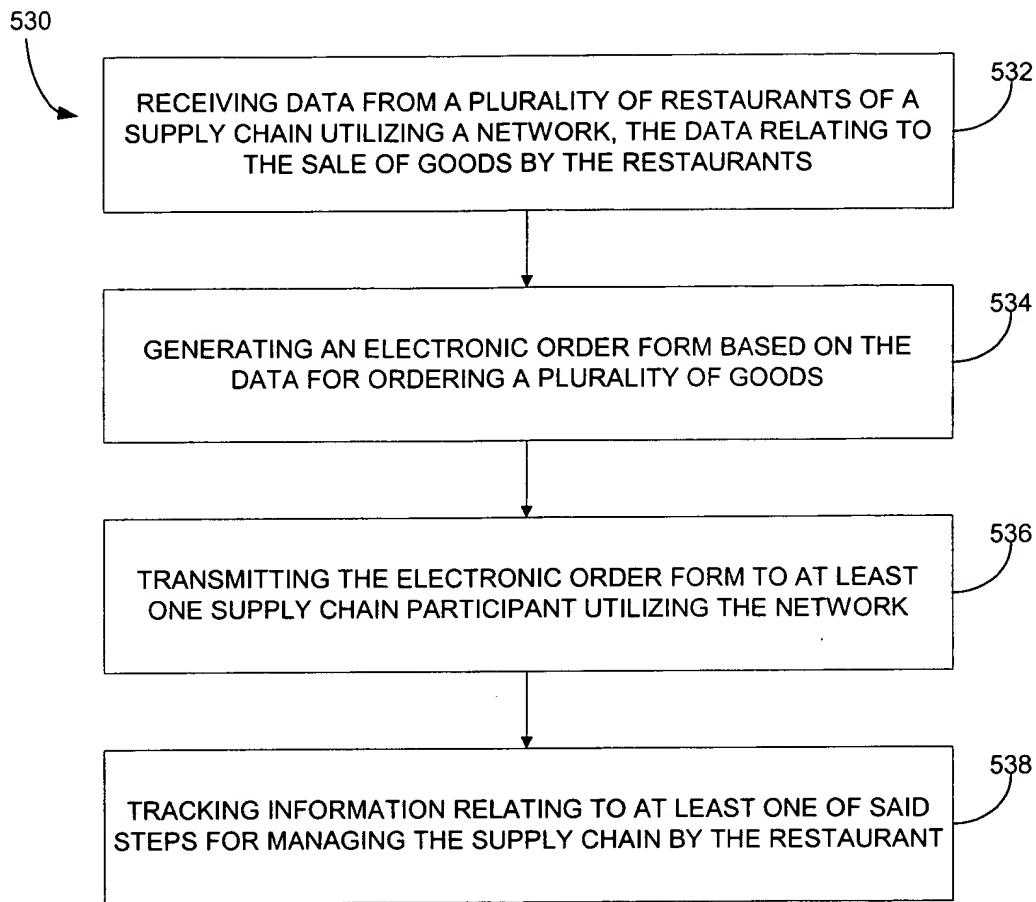


FIG. 5

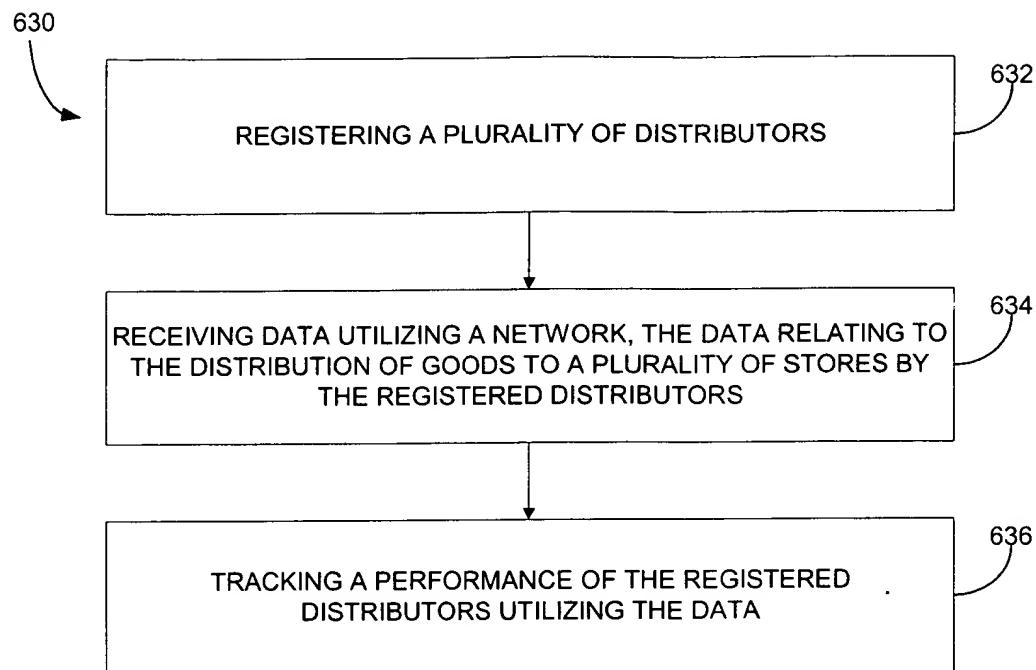


FIG. 6

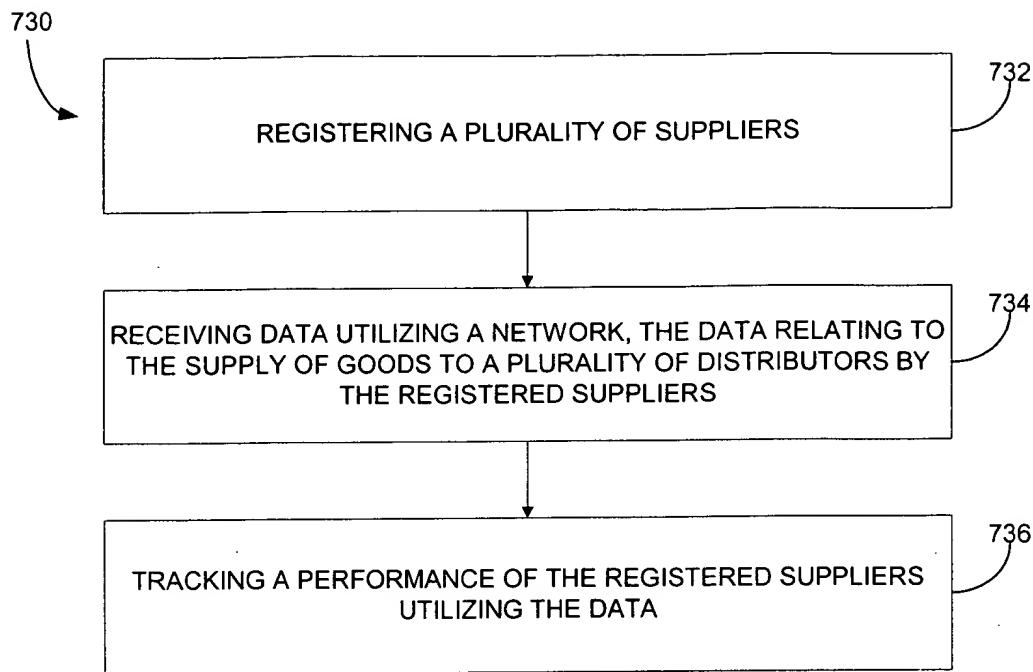


FIG. 7

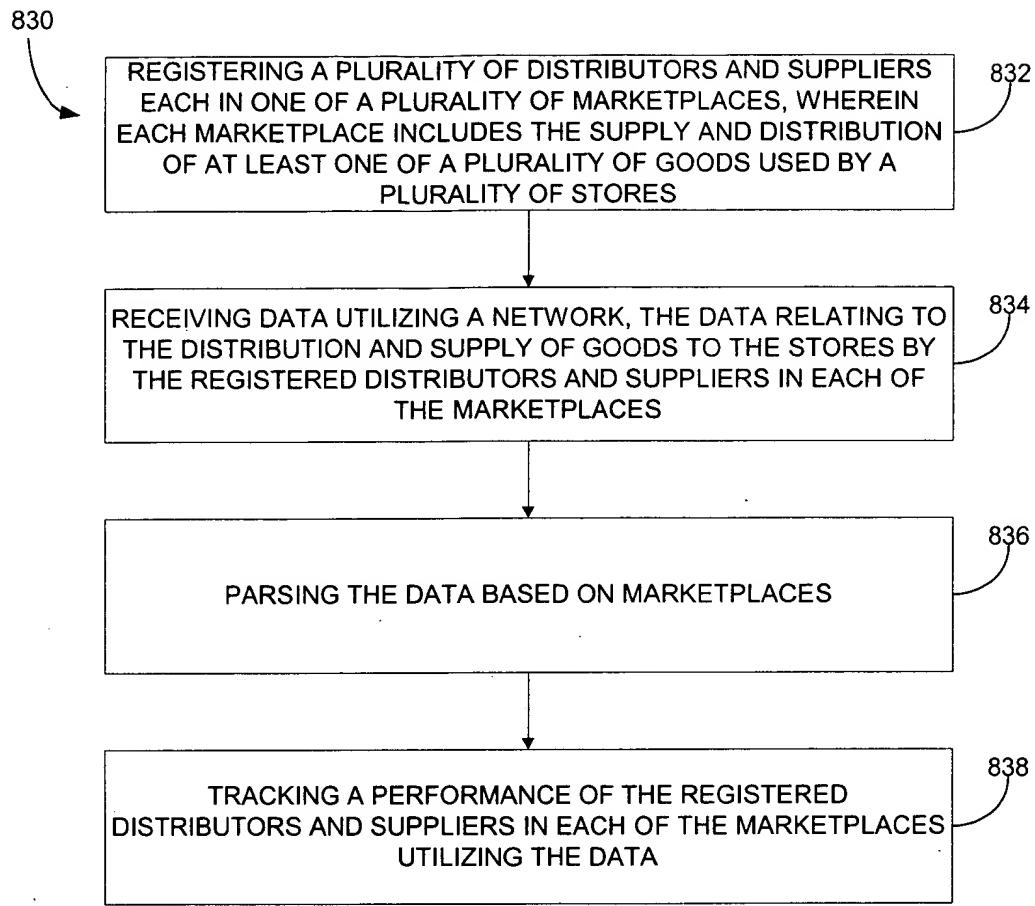


FIG. 8

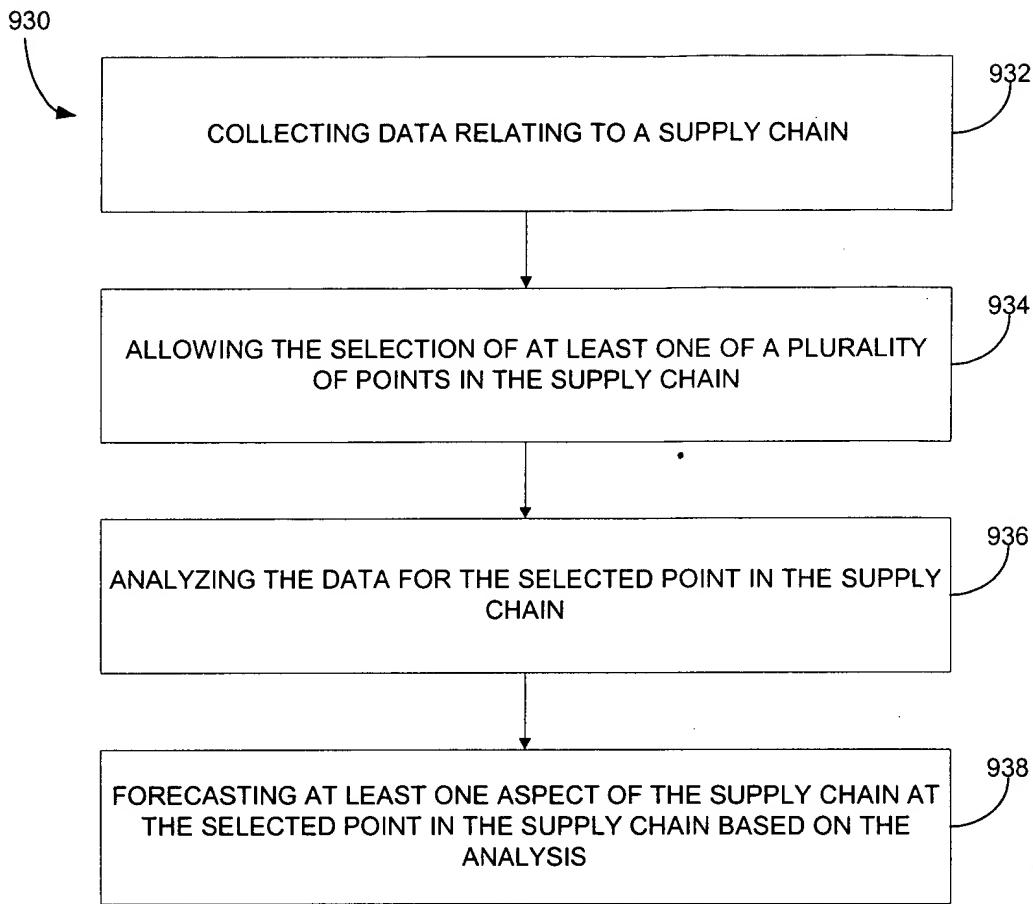


FIG. 9

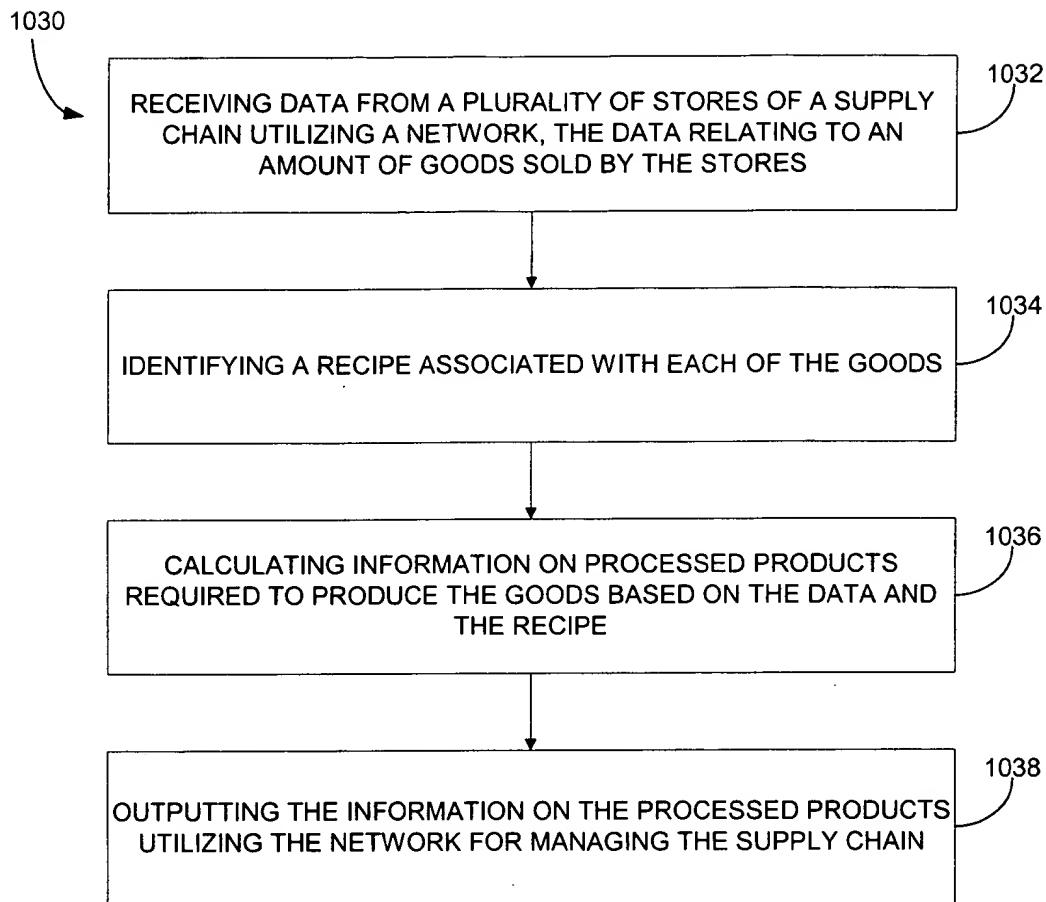


FIG. 10

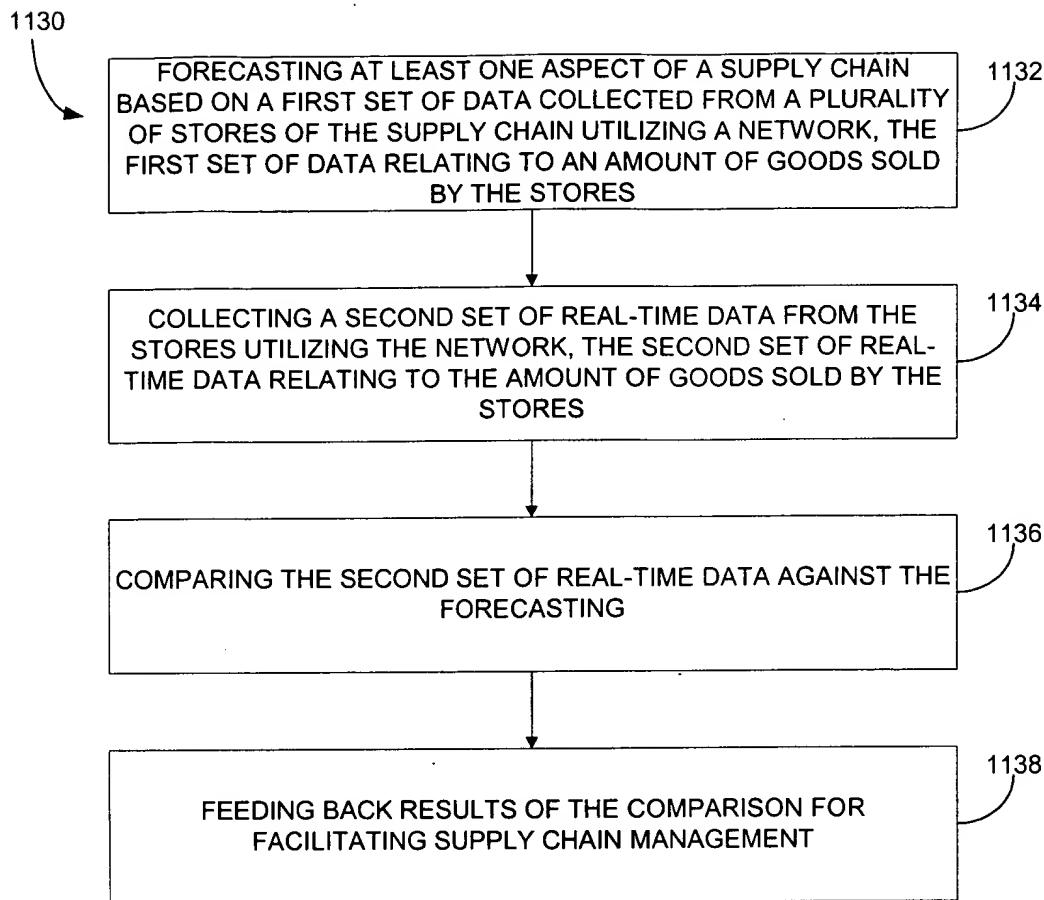


FIG. 11

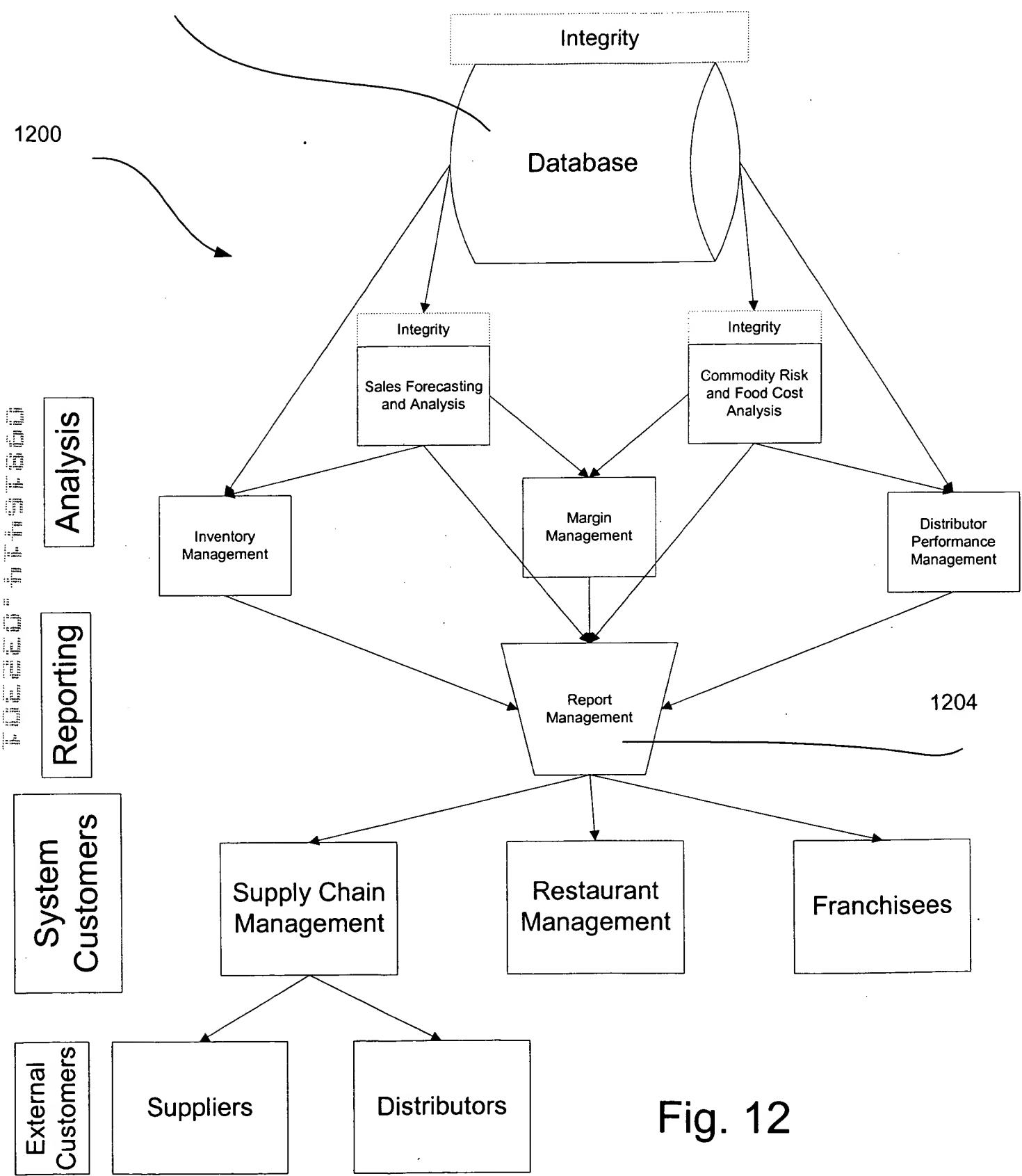


Fig. 12

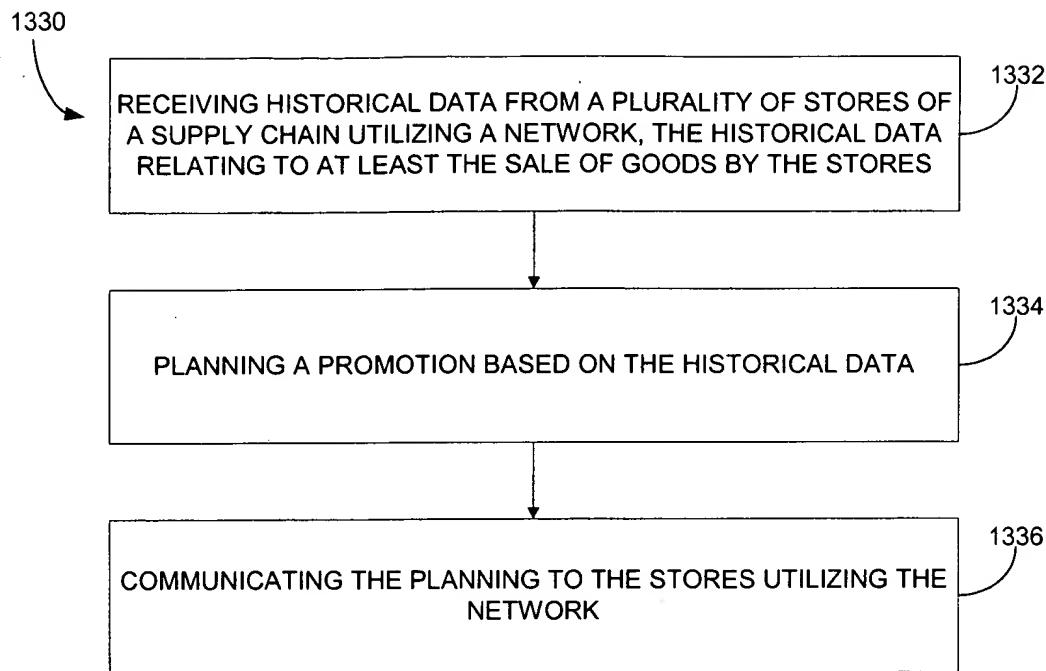


FIG. 13

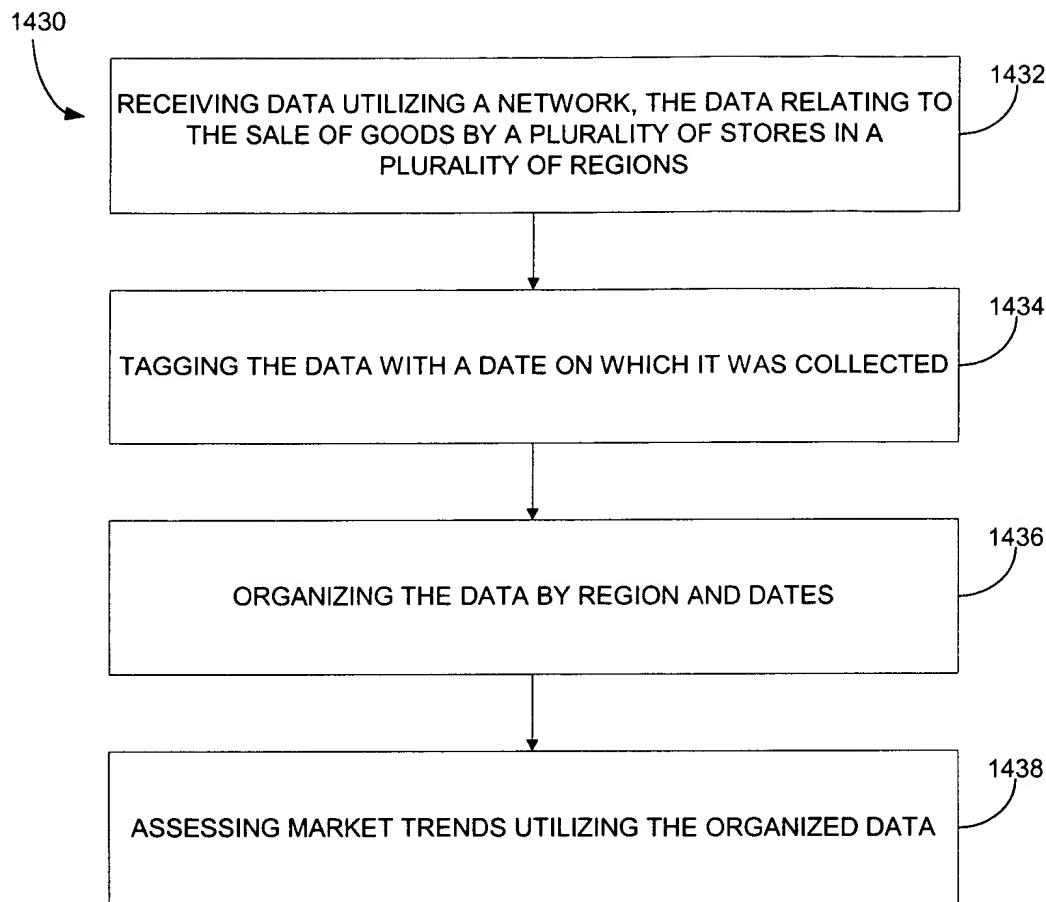


FIG. 14

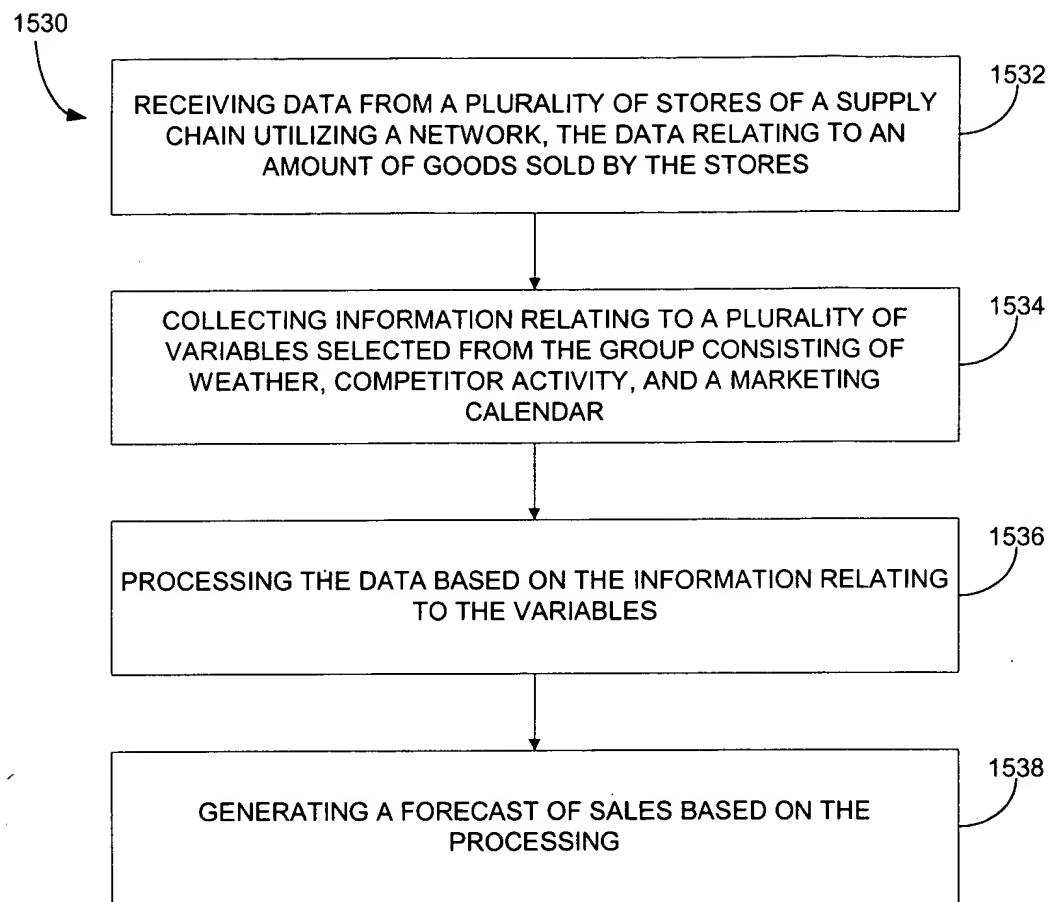


FIG. 15

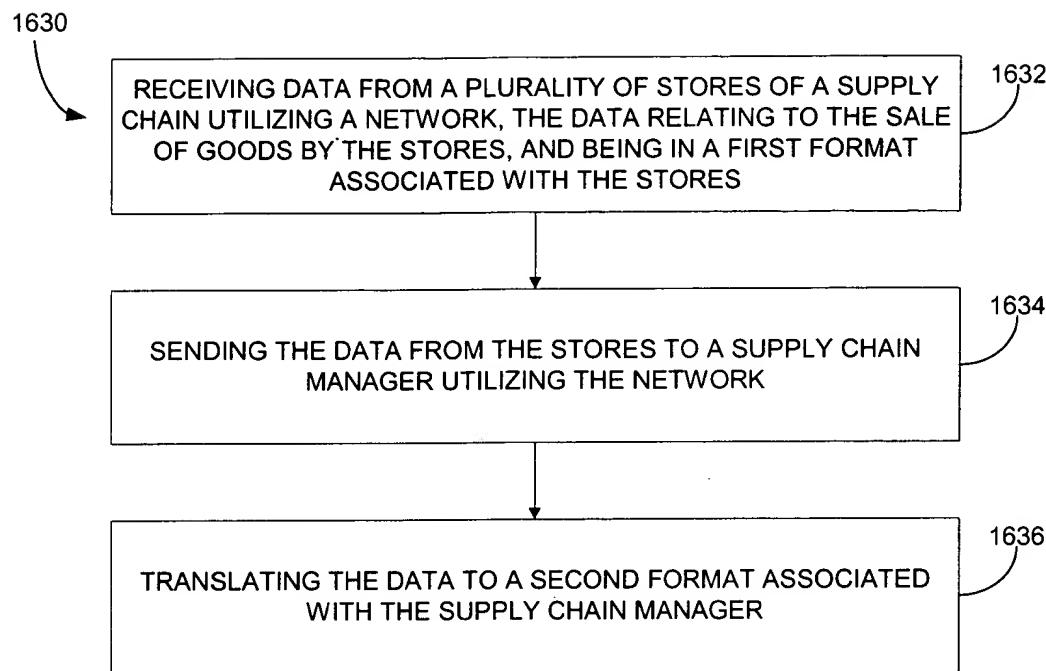


FIG. 16

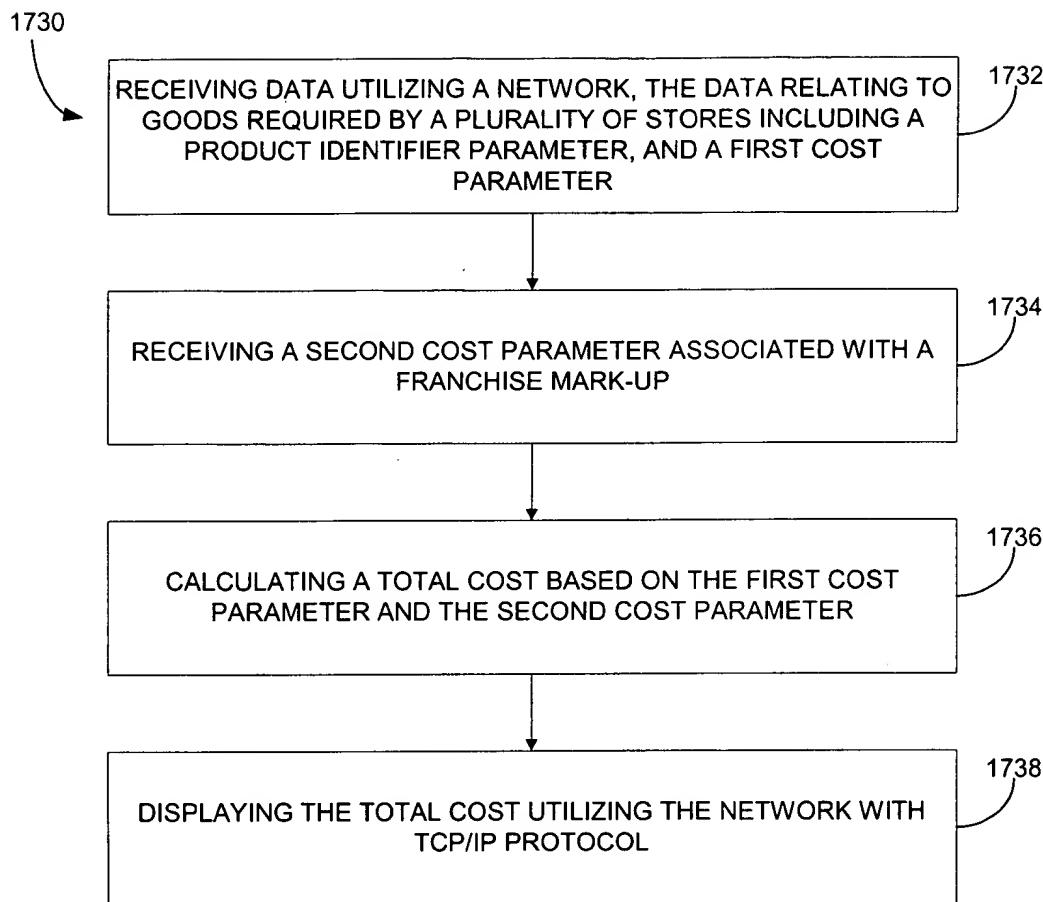


FIG. 17

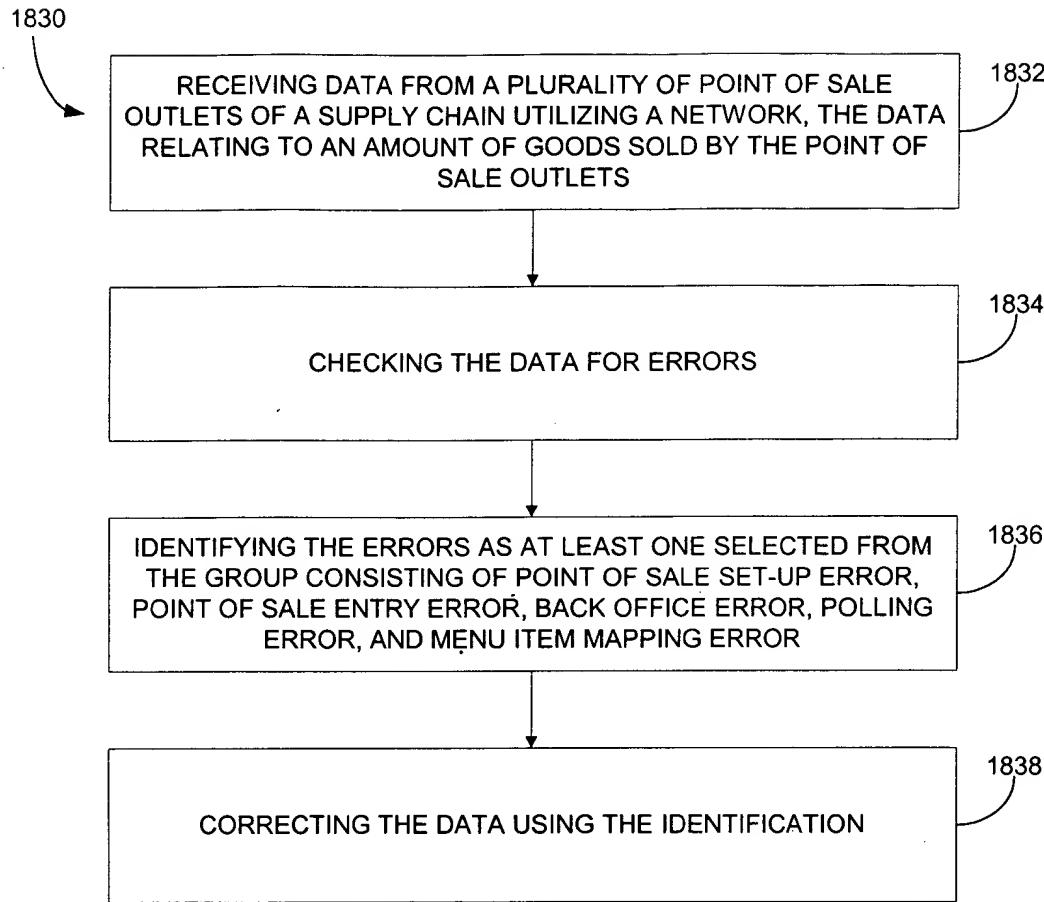


FIG. 18

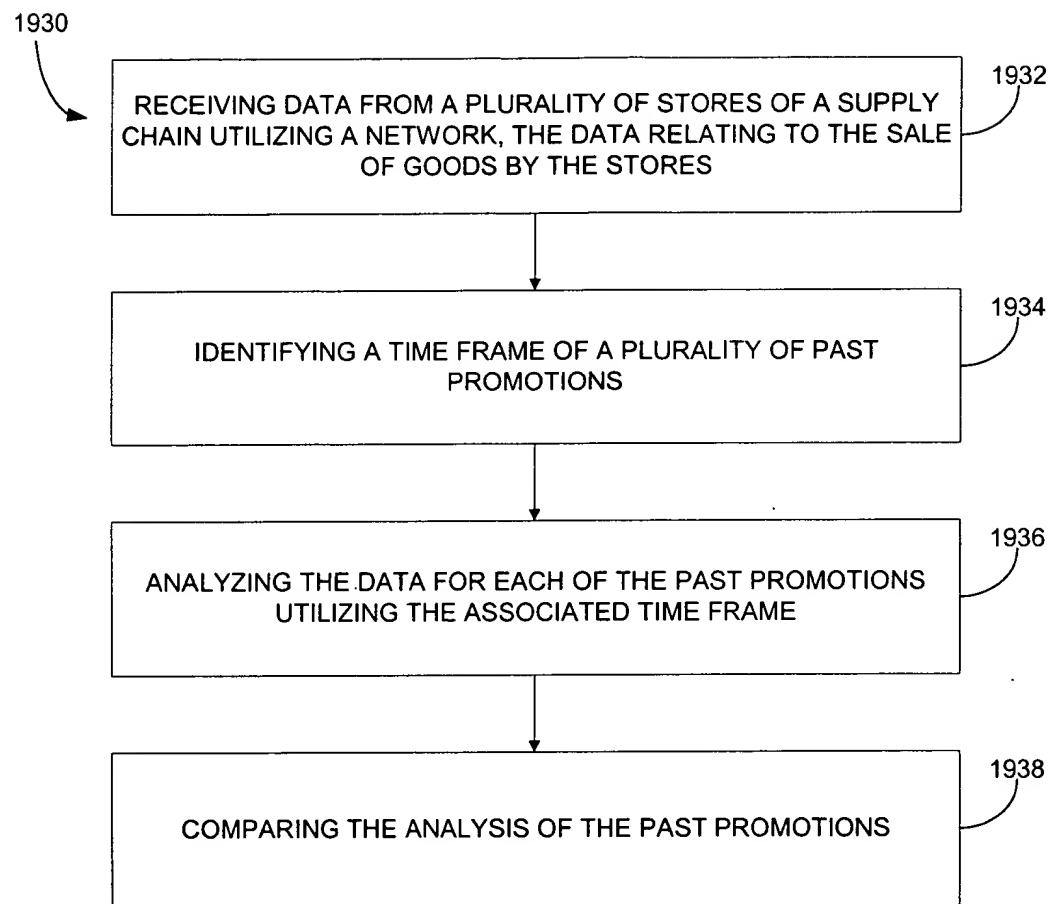


FIG. 19

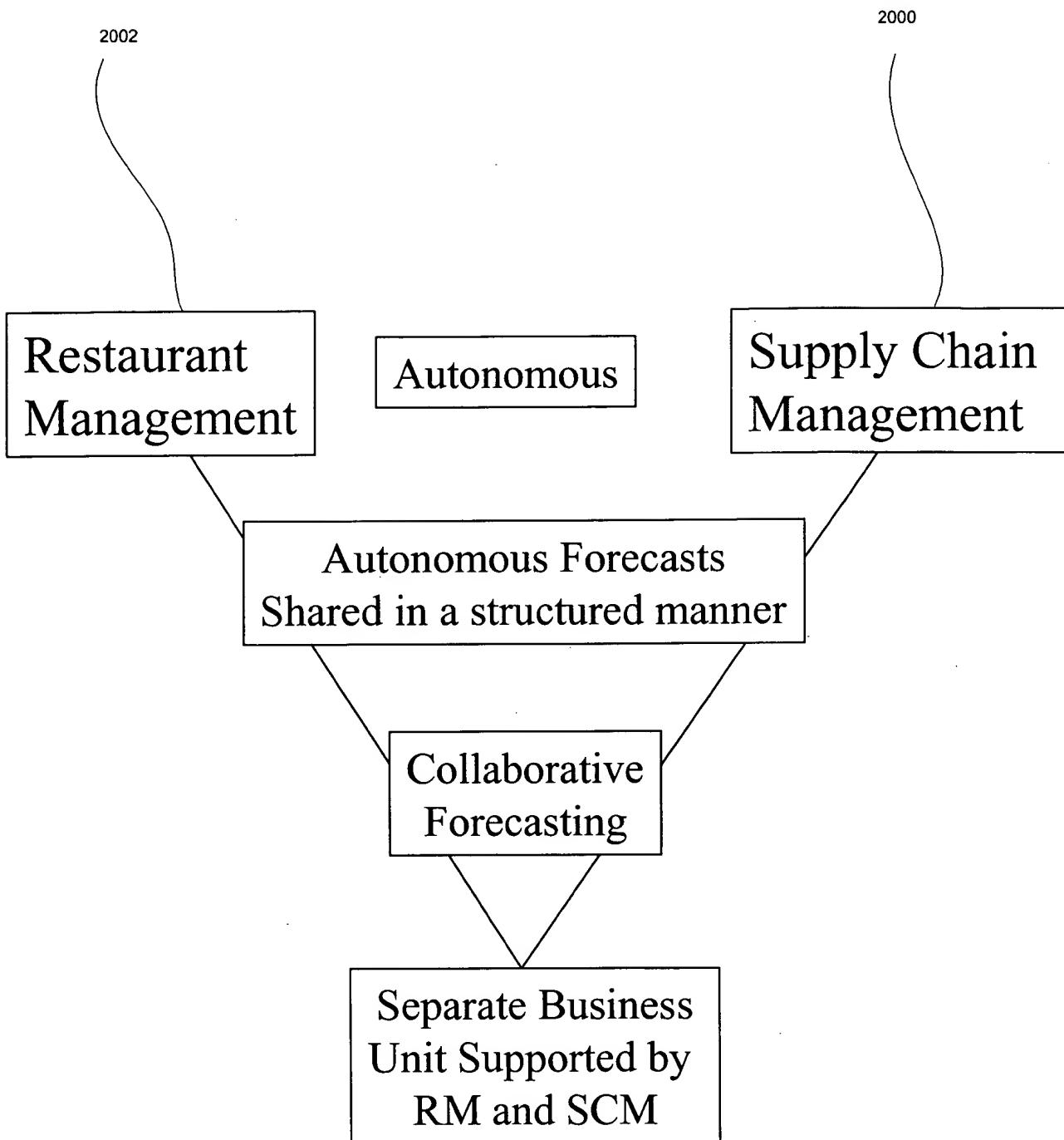


Fig. 20

2102

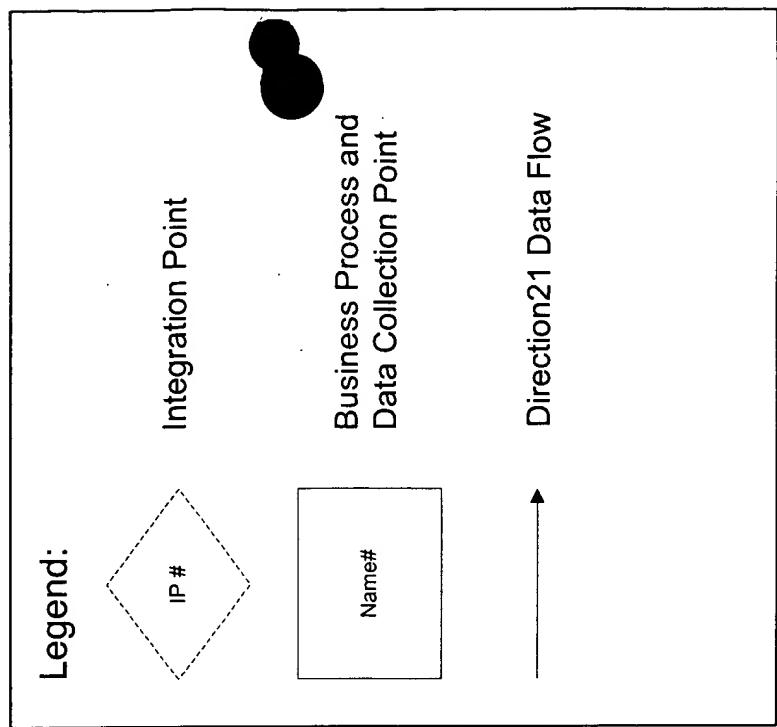
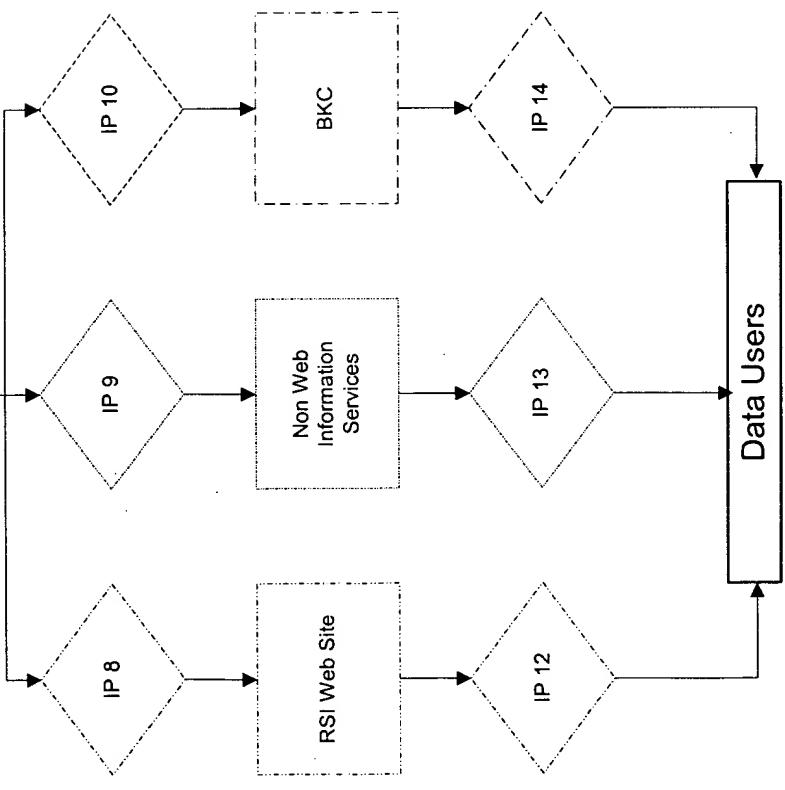
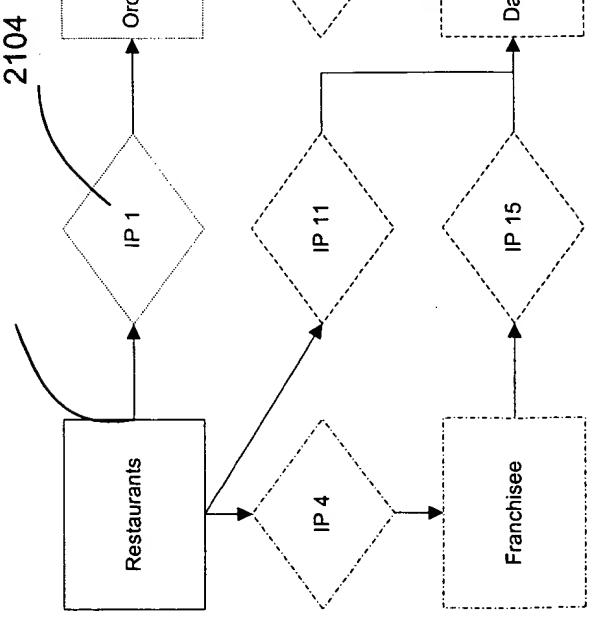


Fig. 21

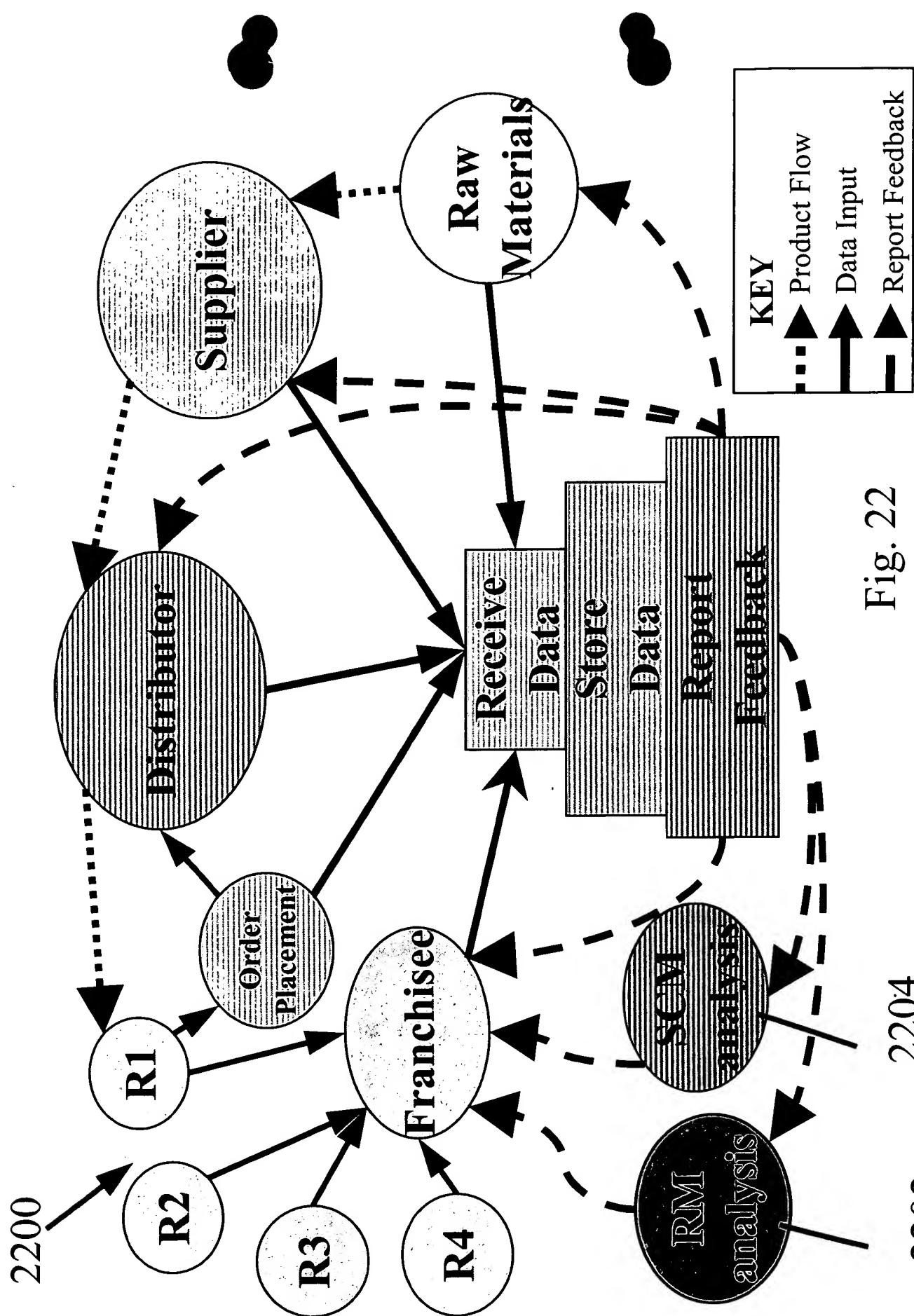


Fig. 22

2204

2202

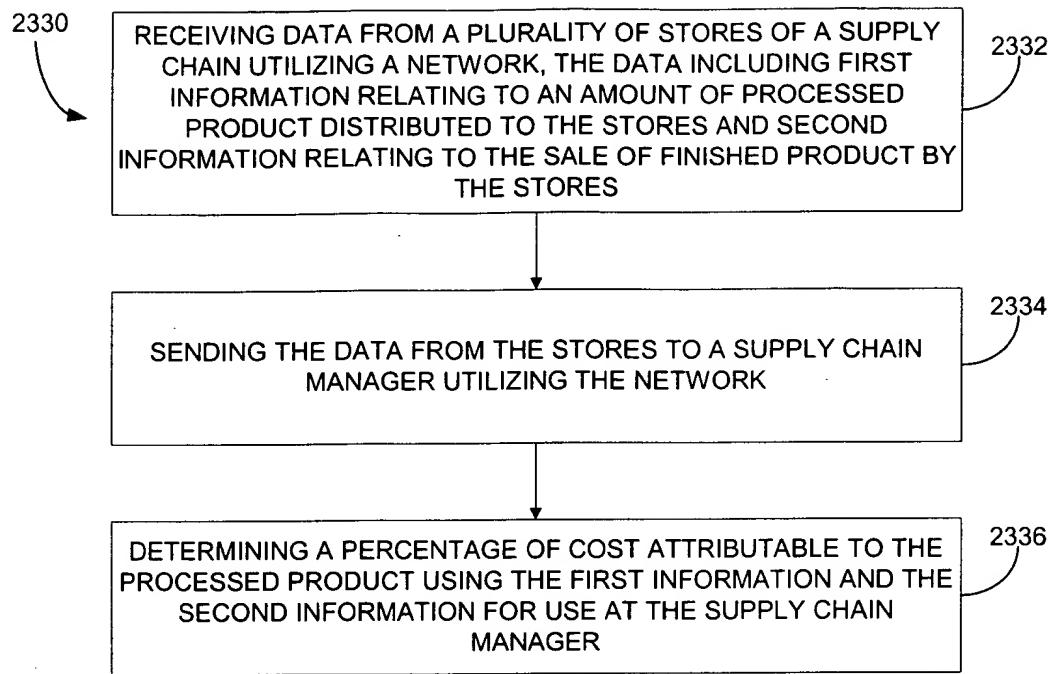


FIG. 23

FIG. 24

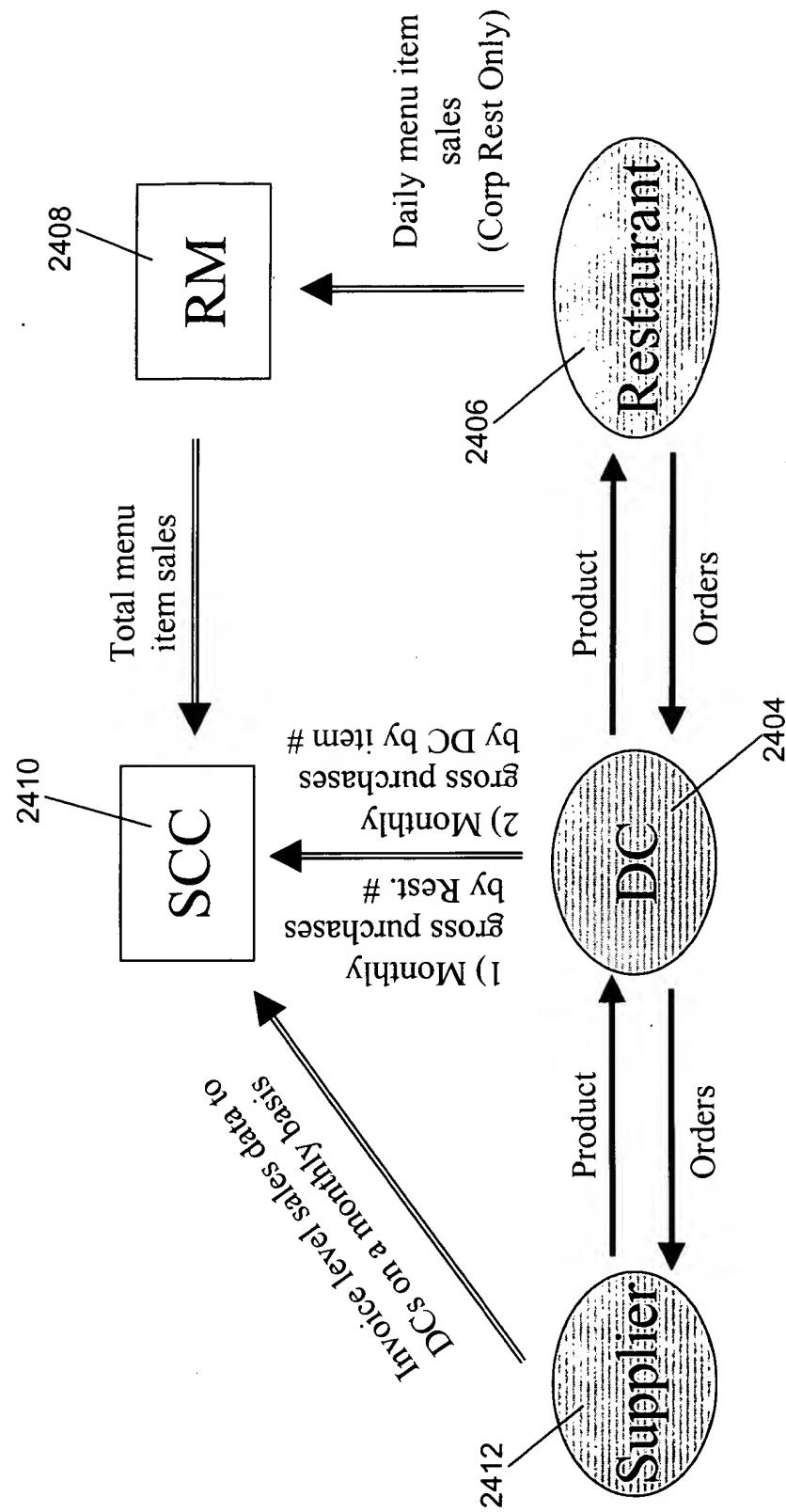


FIG. 25

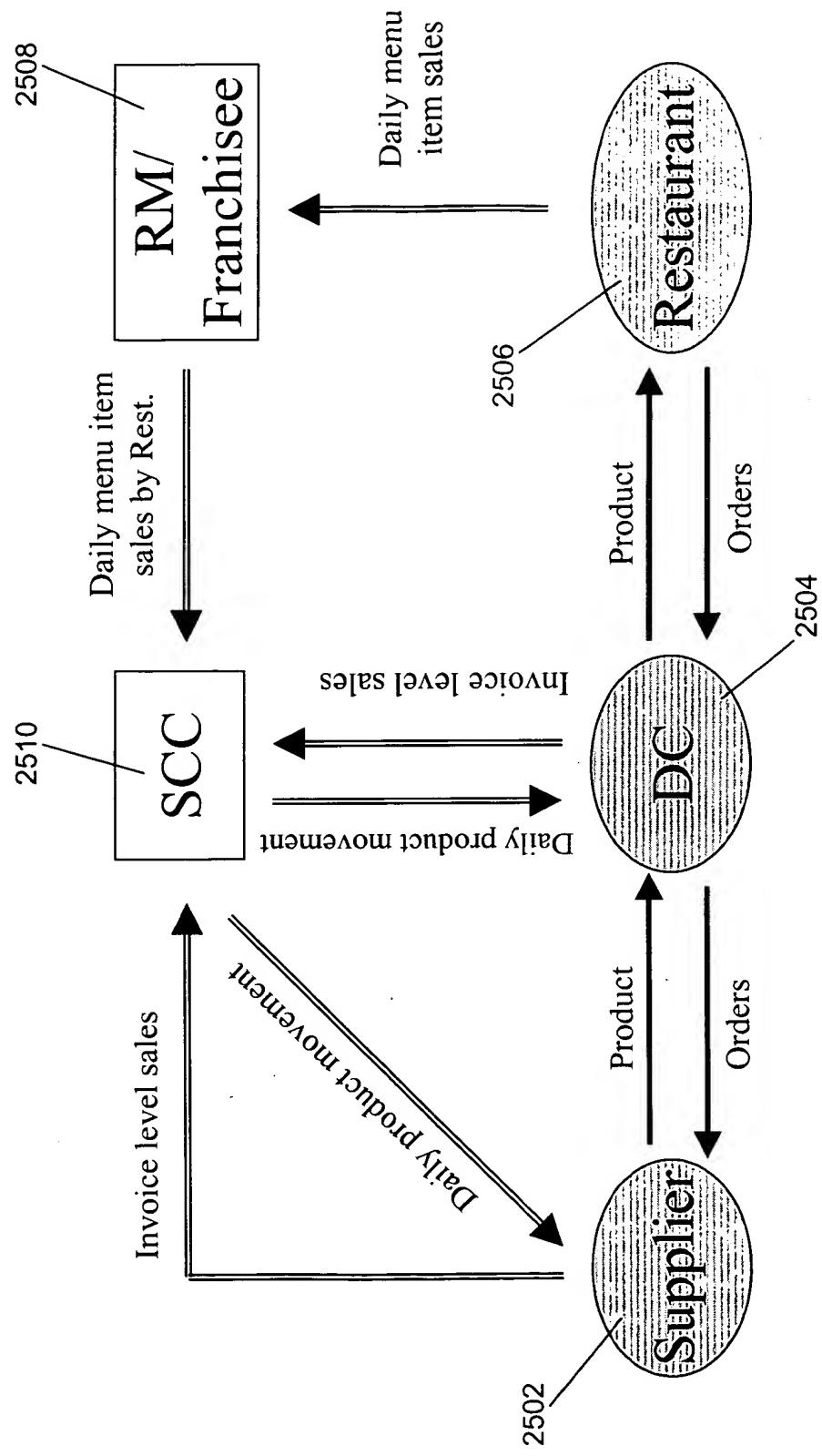


FIG. 26

FIG. 20

| Week | Sales Forecast Worksheet - System | | | | | | Forecast | | | | | | | | | |
|---|-----------------------------------|-------|------|------|------|------|----------|-------|-------|-------|-------|-------|-------|-------|------|-------|
| | Q1 | Q2 | W-6 | W-5 | W-4 | W-3 | W-2 | W-1 | W+1 | W+2 | W+3 | W+4 | W+5 | W+6 | Q3 | Q4 |
| GRPs | | | | | | | | | | | | | | | | |
| Ntn'l Marketing Theme | | | | | | | | | | | | | | | | |
| Advertising Score | | | | | | | | | | | | | | | | |
| Local Considerations | | | | | | | | | | | | | | | | |
| Competition Index | | | | | | | | | | | | | | | | |
| Weather Index | | | | | | | | | | | | | | | | |
| Seasonality Index | | | | | | | | | | | | | | | | |
| Sales History/Forecast Total (\$/store) | | | | | | | | | | | | | | | | |
| | 437 | 327 | 203 | 207 | 193 | 234 | 297 | 282 | 300 | 344 | 358 | 394 | 413 | 409 | 284 | 327 |
| WHOPPERS | 208 | 172 | 143 | 140 | 135 | 155 | 196 | 172 | 163 | 172 | 179 | 196 | 206 | 204 | 143 | 164 |
| WHOPPERS W/CHEESE | 805 | 723 | 701 | 692 | 623 | 760 | 921 | 829 | 900 | 943 | 829 | 912 | 958 | 948 | 707 | 813 |
| YVVM WHOPPERS | | | | | | | | | | | | | | | | |
| etc..... | | | | | | | | | | | | | | | | |
| Key Products by Menu Item (units/day/store) | | | | | | | | | | | | | | | | |
| Beef-Whopper 4.0 oz | 10.1 | 8.5 | 7.3 | 7.2 | 6.6 | 8.0 | 9.8 | 8.9 | 9.5 | 10.1 | 9.5 | 10.4 | 11.0 | 10.8 | 7.9 | 9.1 |
| Cheese-American Sliced | 0.3 | 0.2 | 0.2 | 0.2 | 0.2 | 0.3 | 0.2 | 0.2 | 0.2 | 0.2 | 0.2 | 0.2 | 0.3 | 0.3 | 0.2 | 0.2 |
| Mayo-bulk | 2.8 | 2.4 | 2.0 | 2.0 | 1.9 | 2.2 | 2.8 | 2.5 | 2.7 | 2.8 | 2.7 | 2.9 | 2.9 | 3.1 | 3.0 | 2.2 |
| Pickles - Pail | 1.8 | 1.5 | 1.3 | 1.3 | 1.2 | 1.4 | 1.7 | 1.6 | 1.7 | 1.8 | 1.7 | 1.8 | 1.9 | 1.9 | 1.4 | 1.6 |
| Wrap Whopper | 0.4 | 0.3 | 0.3 | 0.3 | 0.2 | 0.3 | 0.4 | 0.3 | 0.3 | 0.4 | 0.3 | 0.4 | 0.4 | 0.4 | 0.3 | 0.3 |
| Ketchup- Bulk | 1.9 | 1.6 | 1.4 | 1.4 | 1.2 | 1.5 | 1.8 | 1.7 | 1.8 | 1.9 | 1.8 | 2.0 | 2.0 | 2.1 | 2.0 | 1.7 |
| Bun-Whopper 5" (dozen) | 120.8 | 101.8 | 87.3 | 86.6 | 79.3 | 95.8 | 117.8 | 106.9 | 113.6 | 121.6 | 113.8 | 125.2 | 131.4 | 130.1 | 94.5 | 108.7 |
| Lettuce - shredded | 3.4 | 2.9 | 2.5 | 2.4 | 2.2 | 2.7 | 3.3 | 3.0 | 3.2 | 3.4 | 3.2 | 3.5 | 3.7 | 3.7 | 2.7 | 3.1 |
| Tomatoes | 4.5 | 3.8 | 3.3 | 3.2 | 3.0 | 3.6 | 4.4 | 4.0 | 4.3 | 4.6 | 4.3 | 4.7 | 4.9 | 4.9 | 3.5 | 4.1 |
| Onions - sliced | 4.5 | 3.8 | 3.3 | 3.2 | 3.0 | 3.6 | 4.4 | 4.0 | 4.3 | 4.6 | 4.3 | 4.7 | 4.9 | 4.9 | 3.5 | 4.1 |

FIG. 27

2700

Promotional Monitor - System & Regional

| Category | Segment | History | | | | Week #1 | | | | Total | | |
|---|-------------------|----------|----------|----------|----------|---------|---------|---------|---------|---------|---------|----------|
| | | W-4 | W-3 | W-2 | W-1 | D+1 | D+2 | D+3 | D+4 | | | |
| Total Sales(\$/Store) | | \$23,000 | \$23,500 | \$23,250 | \$23,450 | \$2,888 | \$3,150 | \$3,413 | \$3,675 | \$5,513 | \$4,200 | \$26,250 |
| Menu/Item Sales for Key Products (units/restaurant/week) | | | | | | | | | | | | |
| Whopper | WHOPPERS | 215 | 211 | 228 | 269 | 32 | 34 | 37 | 40 | 60 | 46 | 286 |
| | WHOPPERS W/CHEESE | 146 | 142 | 148 | 162 | 18 | 20 | 21 | 21 | 35 | 26 | 165 |
| | YMM WHOPPERS | 699 | 679 | 714 | 813 | 94 | 103 | 111 | 111 | 120 | 180 | 137 |
| Whopper Total | | 1,060 | 1,032 | 1,090 | 1,244 | 144 | 157 | 170 | 170 | 183 | 275 | 209 |
| Variance from Expected (Highlighted Areas are Outside of Expected Range) | | | | | | | | | | | | |
| Whopper | WHOPPERS | 11.4% | -9.8% | -23.2% | -4.6% | 2.3% | 3.0% | 1.0% | 4.0% | 11.0% | 16.0% | 8.0% |
| | WHOPPERS W/CHEESE | 8.1% | -8.4% | -24.5% | -5.8% | 1.0% | 4.0% | 1.0% | 4.0% | 13.0% | 14.0% | 9.0% |
| | YMM WHOPPERS | 12.2% | -10.7% | -22.5% | -1.9% | 3.0% | 3.0% | 1.0% | 5.0% | 16.0% | 19.0% | 7.0% |
| Whopper Total | | 10.6% | -9.6% | -23.4% | -4.1% | 2.1% | 3.3% | 1.0% | 4.3% | 13.3% | 16.3% | 8.0% |
| | | | | | | | | | | | 6.9% | |

2702

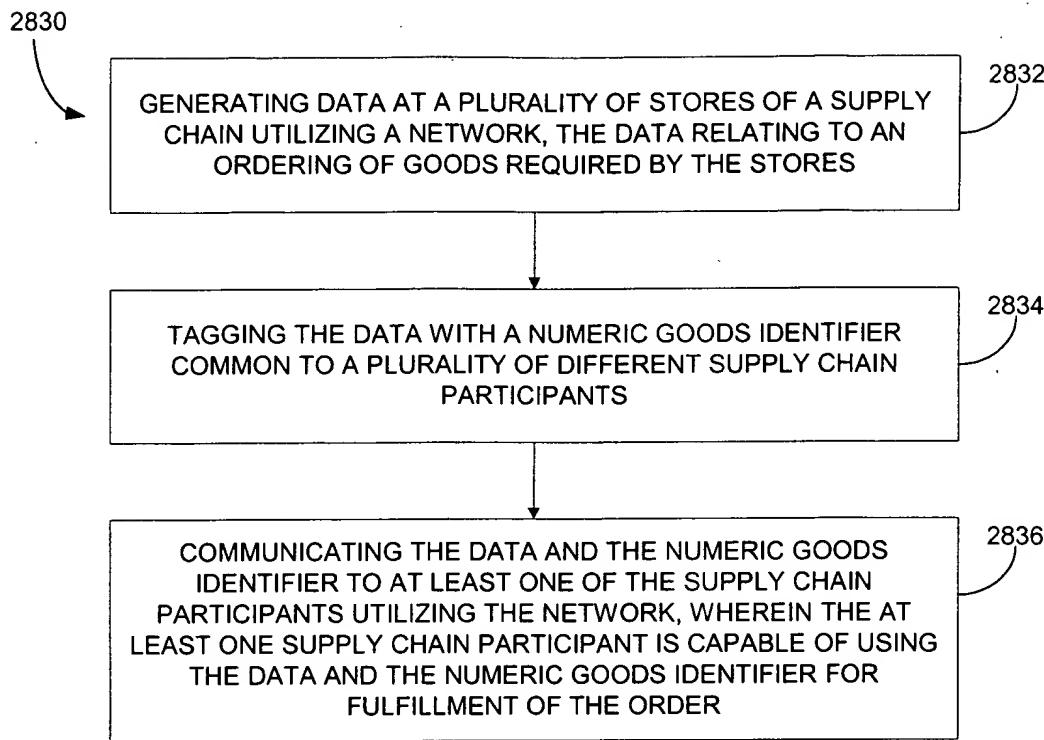


FIG. 28

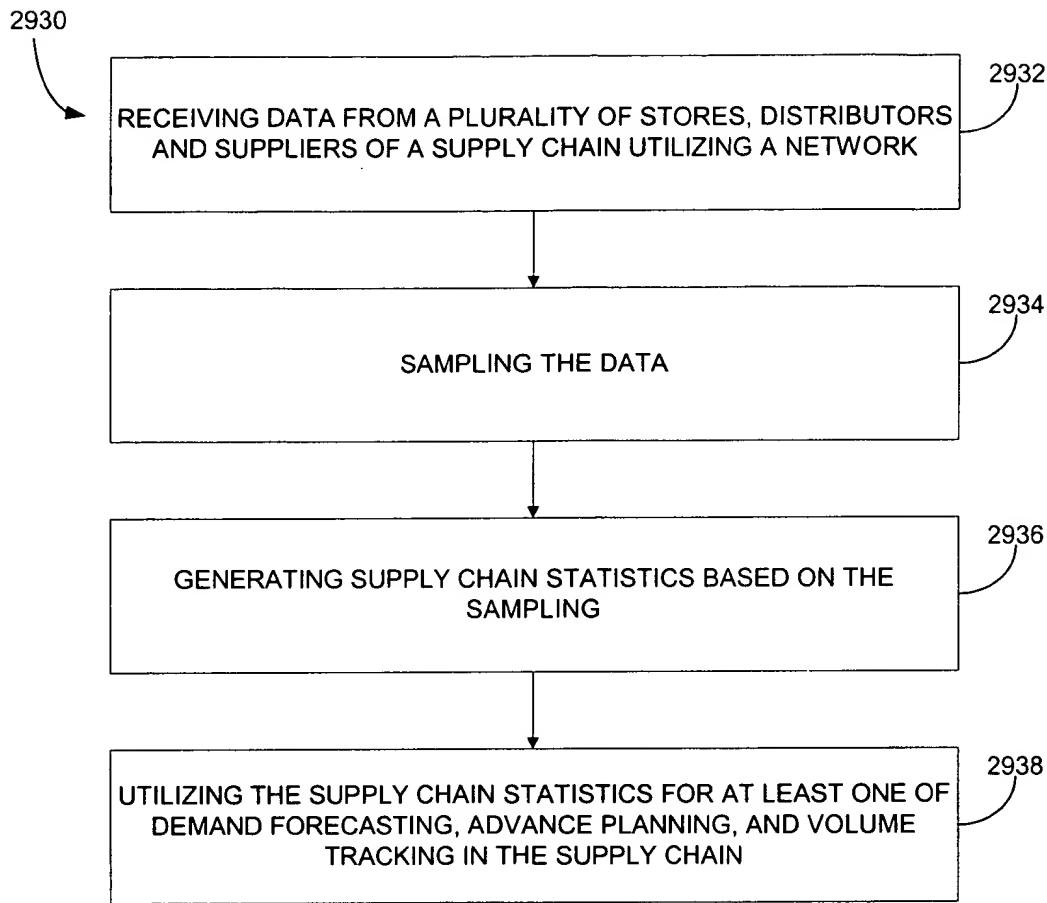


FIG. 29

| | | |
|---------------------------------|----------------------------------|----------------|
| | Distribution Center: | Alliant Topeka |
| | Time Period (Month/Yr): | Jun-00 |
| Delivery Order Fill Rate | | |
| 3002 | Total Cases Ordered: | 65712 |
| | Operations: | |
| | Cases: | 154 |
| | Percent: | 0.23% |
| 3004 | Purchasing: | |
| | Cases: | 990 |
| | Percent: | 1.51% |
| | Delivery Order Fill Rate: | 97.52% |

| Operations: | Warehouse Outs | Damages | MisPicks | Short on Truck | Overlooked and Not Returned | Total Operations |
|-------------|----------------|---------|----------|----------------|-----------------------------|------------------|
| Cases: | 154 | 68 | 62 | 284 | | 568 |
| Percent: | 0.23% | 0.10% | 0.09% | 0.43% | 0.00% | 0.86% |

| Purchasing: | Out of Stocks | Substitutions | Out of Code | Total Purchasing |
|-------------|---------------|---------------|-------------|------------------|
| Cases: | 990 | 70 | | 1060 |
| Percent: | 1.51% | 0.11% | 0.00% | 1.61% |

| Distribution Center Total: | Cases | Percent |
|----------------------------|-------|---------|
| Operations: | 568 | 0.86% |
| Purchasing: | 1060 | 1.61% |
| Grand Total: | 1628 | 2.48% |

| | |
|----------------------------------|---------------|
| Delivery Order Fill Rate: | 97.52% |
|----------------------------------|---------------|

On-Time Delivery Rate

| | |
|-------------------------------|--------------|
| Total # of Deliveries: | 1232 |
| # of On-Time Deliveries: | |
| On-Time Delivery Rate: | 0.00% |

Perfect Order Rate

| | |
|----------------------------|---------------|
| Total # of Deliveries: | 1232 |
| Total # of Perfect Orders: | 725 |
| Perfect Order Rate: | 58.85% |

FIG. 30

Alliant - Monthly DC Data Feed Performance
August 2000
Mock Report

■ Alliant
 ■ Average for all DC's

3100

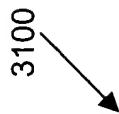
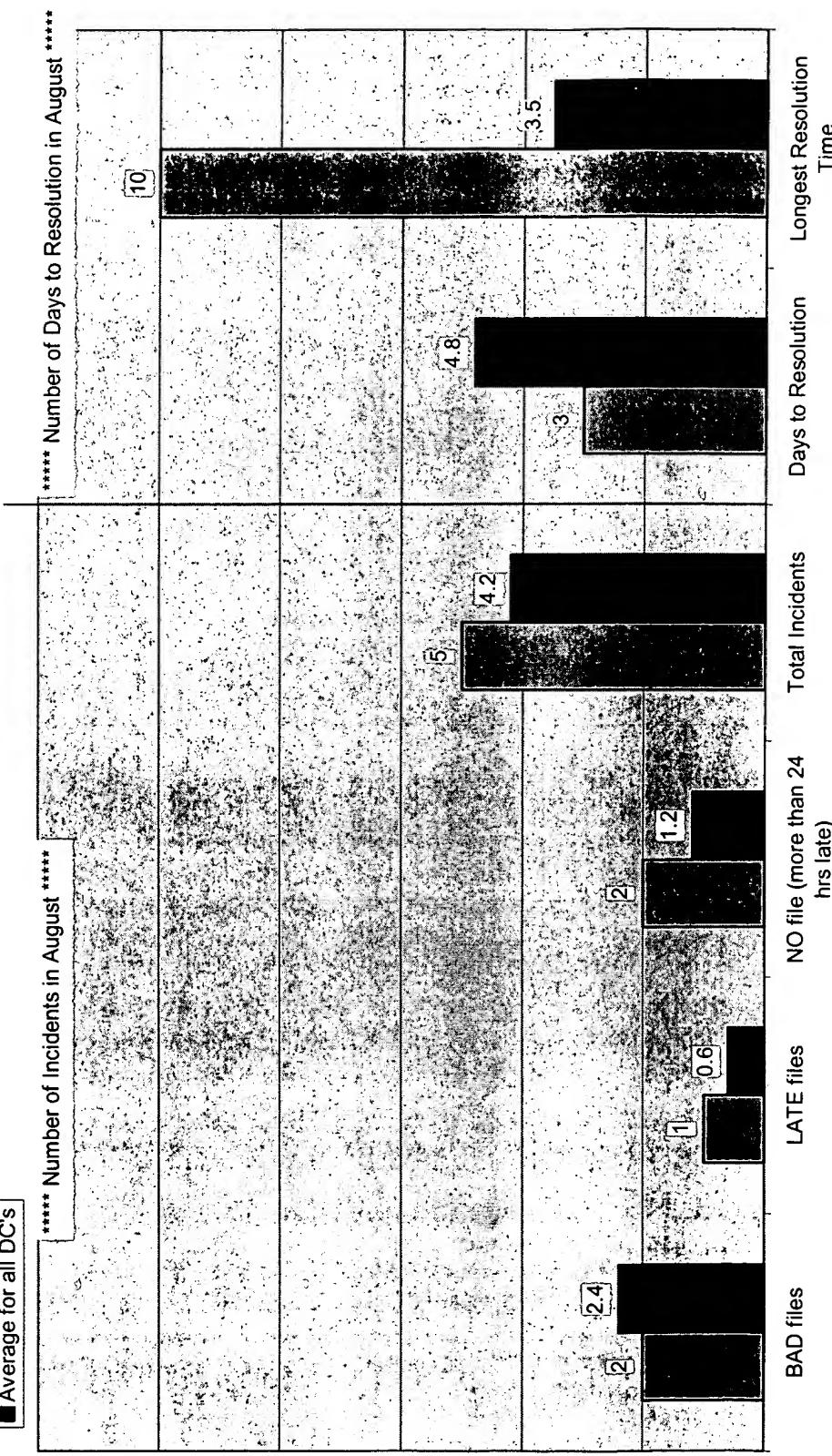



FIG. 31



Service Level Reporting

August

3200

| | Fill Rate | On-Time | Perfect Order |
|------------------------|-----------|---------|---------------|
| Alliant-Paducah | 99.14% | 90.00% | |
| Alliant-Topeka | | | |
| Alliant-Wixom | 99.05% | 93.74% | |
| King-Atlanta | 99.34% | 92.91% | 78.70% |
| King-Jacksonville | 98.45% | 93.59% | 80.60% |
| King-Louisville | 98.42% | 91.63% | 83.68% |
| Maines 29, Conklin | 99.41% | | 79.25% |
| Maines 30, Cleveland | | | |
| Maines Long Island | 99.41% | | |
| Maines New England | 98.58% | | 79.83% |
| MBM Fullerton | 99.13% | 84.15% | #DIV/0! |
| MBM Lewisville | 98.51% | 82.88% | #DIV/0! |
| MBM Orlando | 98.78% | 93.60% | #DIV/0! |
| MBM Rocky Mount | 99.13% | 92.46% | #DIV/0! |
| McCabe's | 99.80% | 99.72% | 88.88% |
| McLane Lubbock | #DIV/0! | #DIV/0! | |
| Nicholas & Co. | 99.60% | 88.04% | 65.87% |
| PFD Supply | 99.16% | 90.79% | 80.12% |
| PFG Victoria | 99.42% | #DIV/0! | |
| PY/A/Monarch | 99.20% | 87.78% | |
| Reinhart-Cedar Rapids | 99.05% | 98.53% | |
| Reinhart-Oak Creek | 99.31% | 93.9% | |
| Reinhart-Rogers | 99.50% | 95.49% | |
| Restaurants-NW | 99.03% | 99.07% | 80.47% |
| Shamrock Commerce City | 99.54% | 94.86% | 85.13% |
| Shamrock Phoenix | 98.81% | 93.88% | |
| Sigma Harrisburg | 99.69% | | 82.88% |
| Sigma Stockton | 99.69% | | |
| Sysco | 99.68% | 100.00% | 82.47% |

| | Fill Rate | On-Time | Perfect Order |
|---------|-----------|---------|---------------|
| BKC Min | 98.50% | 90.00% | 78.00% |
| RSL Min | 99.50% | 90.00% | 80.00% |

| |
|----------------------|
| OK |
| Didn't meet RSI Min. |
| Didn't meet BKC Min. |

FIG. 32

FIG. 33

| | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
|-----------------------------|-------------|---------------------|--------|-----------------------------|--|------------------------|---|---------------------------|-----|--------------------|-----|-----------------------------|-----|---------------------|------|------------------------------|--|----------------------|----|--------|----|--------|--|------------------|----|--------|----|--------|--|--------------------------------------|--|-----------------------|-----------|--------|-----------|--------|--|------------------|-------|--------------------------|--|-------------------|--------|------------------|--------|--------------------------|--------|
| Vendor: | XYZ Company | Time Period: | Aug-00 | Delivery Statistics: | <table border="1"><tr><td>DC Requested Lead-Time</td><td>4</td></tr><tr><td>DC Adherence to Lead-Time</td><td>95%</td></tr><tr><td>Days Delivery Late</td><td>1.7</td></tr><tr><td>On-Time Delivery Percentage</td><td>95%</td></tr><tr><td>Hours Delivery Late</td><td>0.93</td></tr></table> | DC Requested Lead-Time | 4 | DC Adherence to Lead-Time | 95% | Days Delivery Late | 1.7 | On-Time Delivery Percentage | 95% | Hours Delivery Late | 0.93 | Inventory Management: | <table border="1"><tr><td>Average Days On Hand</td><td>19</td></tr><tr><td>SKU #1</td><td>22</td></tr><tr><td>SKU #2</td><td></td></tr><tr><td>Max Days On Hand</td><td>40</td></tr><tr><td>SKU #1</td><td>32</td></tr><tr><td>SKU #2</td><td></td></tr></table> | Average Days On Hand | 19 | SKU #1 | 22 | SKU #2 | | Max Days On Hand | 40 | SKU #1 | 32 | SKU #2 | | Invoice, Payment and Pricing: | <table border="1"><tr><td>Monthly Carrying Cost</td><td>\$ 42,513</td></tr><tr><td>SKU #1</td><td>\$ 12,589</td></tr><tr><td>SKU #2</td><td></td></tr><tr><td>Average as % FOB</td><td>1.25%</td></tr></table> | Monthly Carrying Cost | \$ 42,513 | SKU #1 | \$ 12,589 | SKU #2 | | Average as % FOB | 1.25% | Invoice Accuracy: | <table border="1"><tr><td>Invoice Fill Rate</td><td>97.25%</td></tr><tr><td>PO Accepted Rate</td><td>99.00%</td></tr><tr><td>Perfect Order Percentage</td><td>92.34%</td></tr></table> | Invoice Fill Rate | 97.25% | PO Accepted Rate | 99.00% | Perfect Order Percentage | 92.34% |
| DC Requested Lead-Time | 4 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| DC Adherence to Lead-Time | 95% | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Days Delivery Late | 1.7 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| On-Time Delivery Percentage | 95% | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Hours Delivery Late | 0.93 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Average Days On Hand | 19 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| SKU #1 | 22 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| SKU #2 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Max Days On Hand | 40 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| SKU #1 | 32 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| SKU #2 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Monthly Carrying Cost | \$ 42,513 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| SKU #1 | \$ 12,589 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| SKU #2 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Average as % FOB | 1.25% | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Invoice Fill Rate | 97.25% | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| PO Accepted Rate | 99.00% | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Perfect Order Percentage | 92.34% | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 3300 | 3300 | 3300 | 3300 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |

FIG. 34

H & H Foods - Monthly Supplier Data Feed Performance
August 2000
Mock Report

3400 →

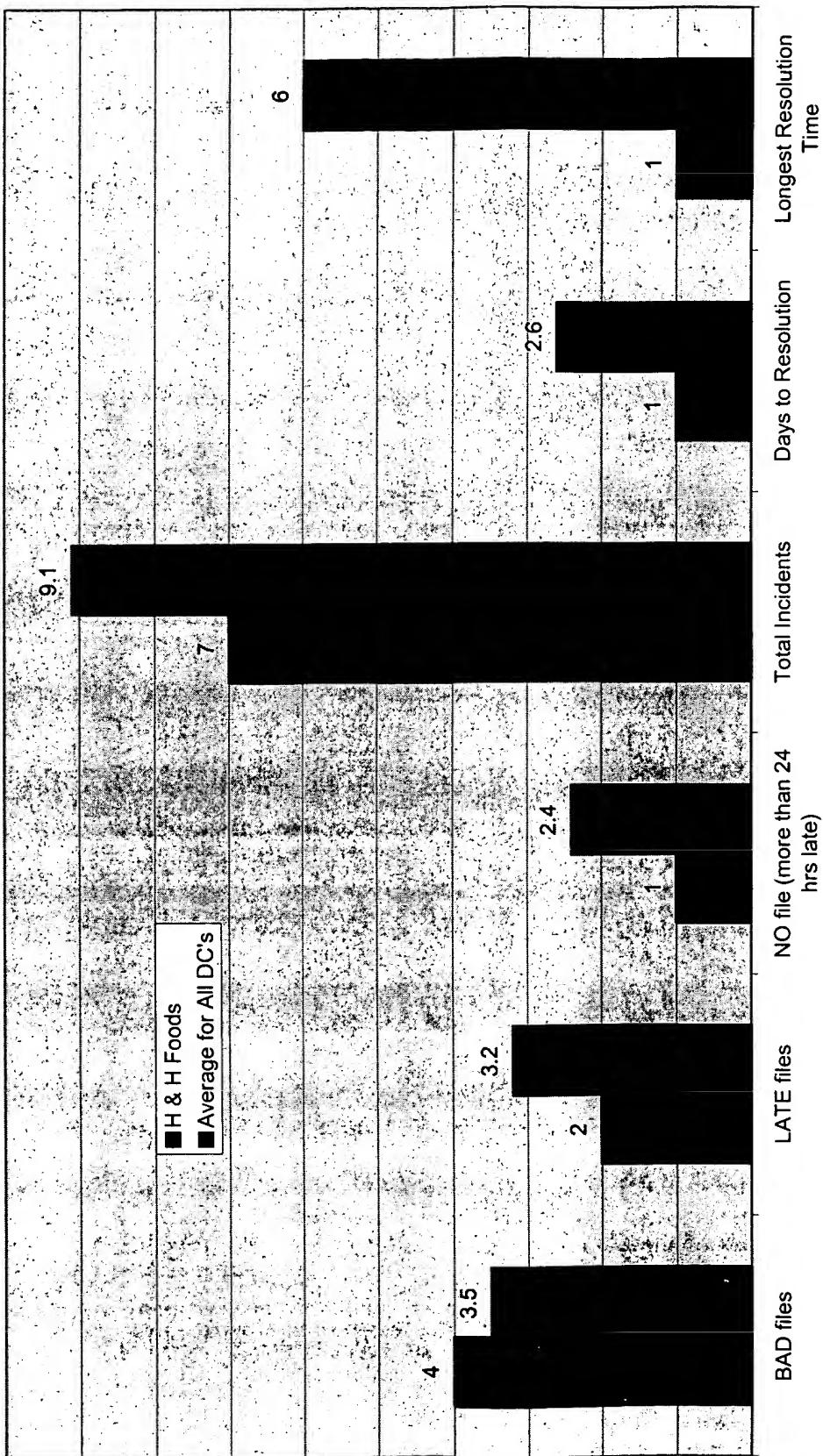


FIG. 35



3500

Service Level Reporting November - Mock Report

| | Monthly Total Overcharge | Perfect Order Percentage | Monthly Carrying % Invoice FOB |
|---------------------------------|--------------------------|--------------------------|--------------------------------|
| GOODIES | \$1,924 | 94.8% | 233% |
| COMARK INSTRUMENTS, INC. | \$0 | 97.3% | 241% |
| WHITEFORD FOODS, INC. | \$0 | 92.1% | 218% |
| LEPAGE BAKERY / COUNTRY KITCHEN | \$0 | 85.3% | 184% |
| NCR-SYSTEMEDIA | \$0 | 85.3% | 150% |
| SIGNATURE MEATS GROUP | \$0 | 85.3% | 125% |
| SCHWEBEL'S BAKING CO. | \$0 | 98.6% | 148% |
| MAUI CUP | \$0 | 98.6% | 190% |
| MIRA PLASTICS | \$0 | 98.6% | 148% |
| DIXIE PRODUCE & PACKAGING | \$0 | 98.6% | 190% |
| NOR-LAKE, INC. | \$0 | 98.6% | 148% |
| FORT JAMES OPERATING COMPANY | \$0 | 98.6% | 190% |
| FRESH ADVANTAGE/KC | \$0 | 98.6% | 148% |
| SILVER KING - MN - CORP | \$0 | 98.6% | 190% |
| TYSON FOODS | \$0 | 98.6% | 148% |
| READY ACCESS | \$0 | 94.8% | 241% |
| GEORGIA PACIFIC TISSUE | \$0 | 93.4% | 251% |
| CLOUGHERTY PACKING | \$0 | 94.8% | 241% |
| BEVERAGE-AIR | \$0 | 93.4% | 206% |
| COMPONENT HARDWARE GROUP, INC. | \$0 | 93.5% | 1155% |
| COCA - COLA USA | \$1,909 | 96.3% | 220% |
| TOASTMASTER | \$0 | 93.3% | 104% |
| GRANT COUNTY FOODS | \$0 | 93.3% | 104% |
| FRESH EXPRESS | \$0 | 93.3% | 104% |
| TAYLOR FARMS | \$0 | 93.3% | 104% |
| MODULAR DISPENSING SYSTEM | \$0 | 93.3% | 104% |
| CENTURY PRODUCTS, LLC | \$5,428 | 93.3% | 298% |
| ROSE PACKING COMPANY | \$0 | 93.3% | 298% |

| | Monthly Total Overcharge | Perfect Order Percentage | Monthly Carrying % Invoice FOB |
|---------|--------------------------|--------------------------|--------------------------------|
| RSI Min | \$5,000.00 | 92.00% | 3.00% |

| |
|----------------------|
| OK |
| Didn't meet RSI Min. |

Mock Report/1

3600
↓

| | FY-01 | Oct-00 | Nov-00 | Dec-00 | Jan-01 | Feb-01 | Mar-01 | Apr-01 | May-01 |
|--|------------|----------|----------|----------|----------|----------|----------|----------|----------|
| <i>Food Cost Index</i> | | | | | | | | | |
| Plan | 99.75 | 99.69 | 99.20 | 98.63 | 100.33 | 100.49 | 101.12 | 100.44 | 99.92 |
| Actual | | 99.10 | 98.90 | | | | | | |
| Variance | | 0.59 | 0.30 | | | | | | |
| Good/(Bad) | | | | | | | | | |
| <i>Total Dollar Purchases (in Millions) /2</i> | | | | | | | | | |
| Plan | \$2,237.24 | \$183.98 | \$182.73 | \$184.54 | \$187.33 | \$187.03 | \$189.14 | \$187.47 | \$186.83 |
| Actual | | \$182.84 | \$182.08 | | | | | | |
| Variance | | \$1.14 | \$0.65 | | | | | | |
| Good/(Bad) | | 0.6% | 0.4% | | | | | | |

/1 Includes on food cost index items.

/2 Based on FY 99 Sales Volumes

FIG. 36

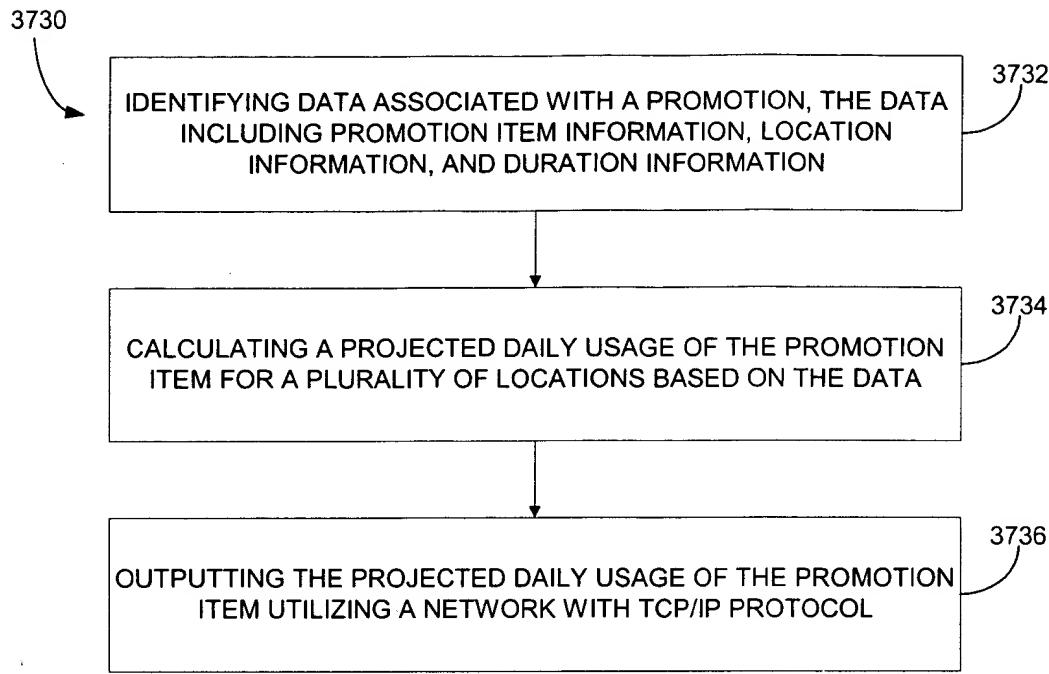


FIG. 37

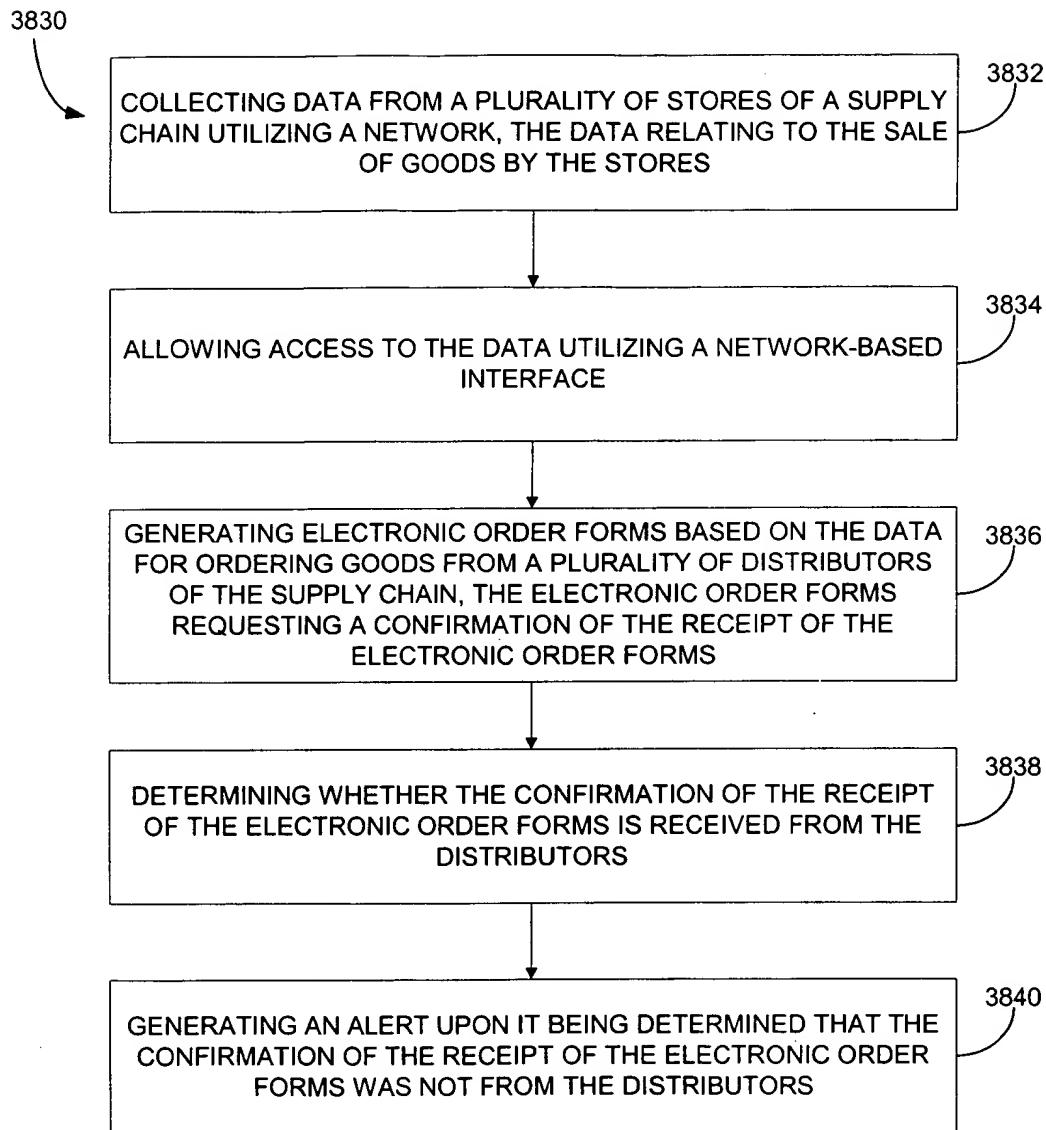


FIG. 38

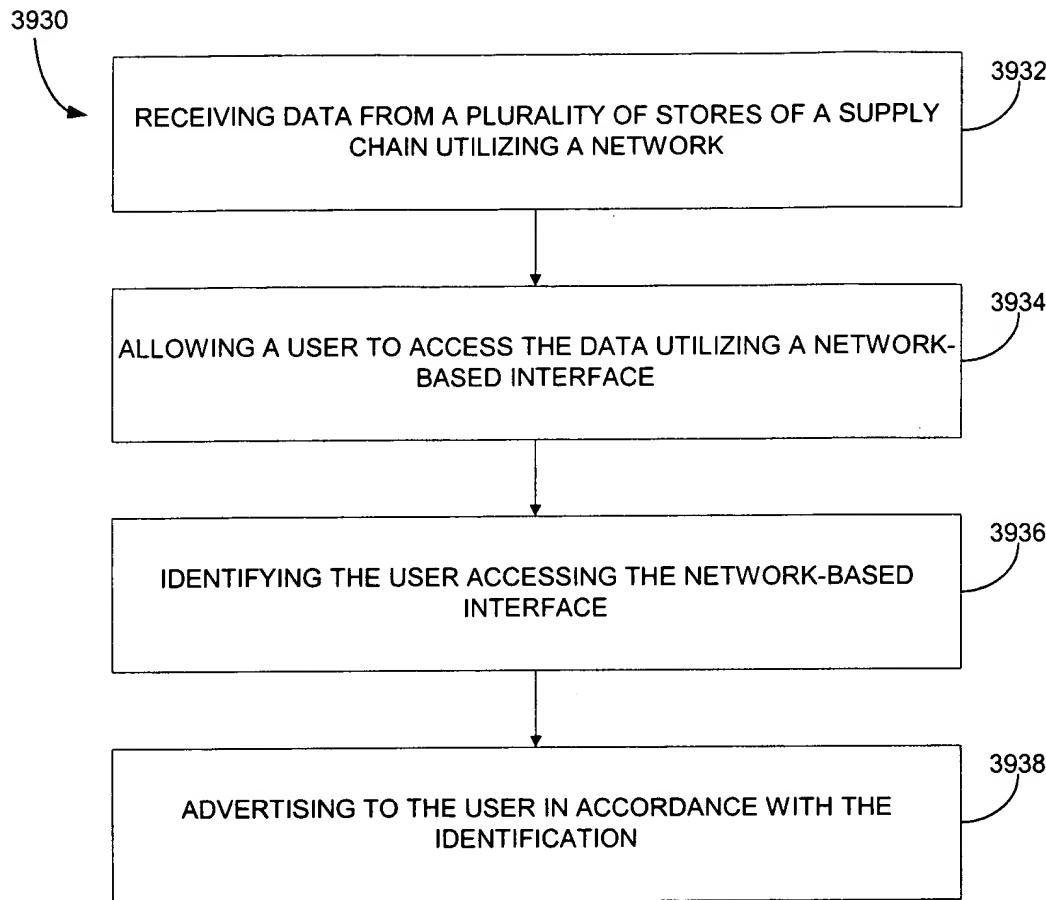


FIG. 39

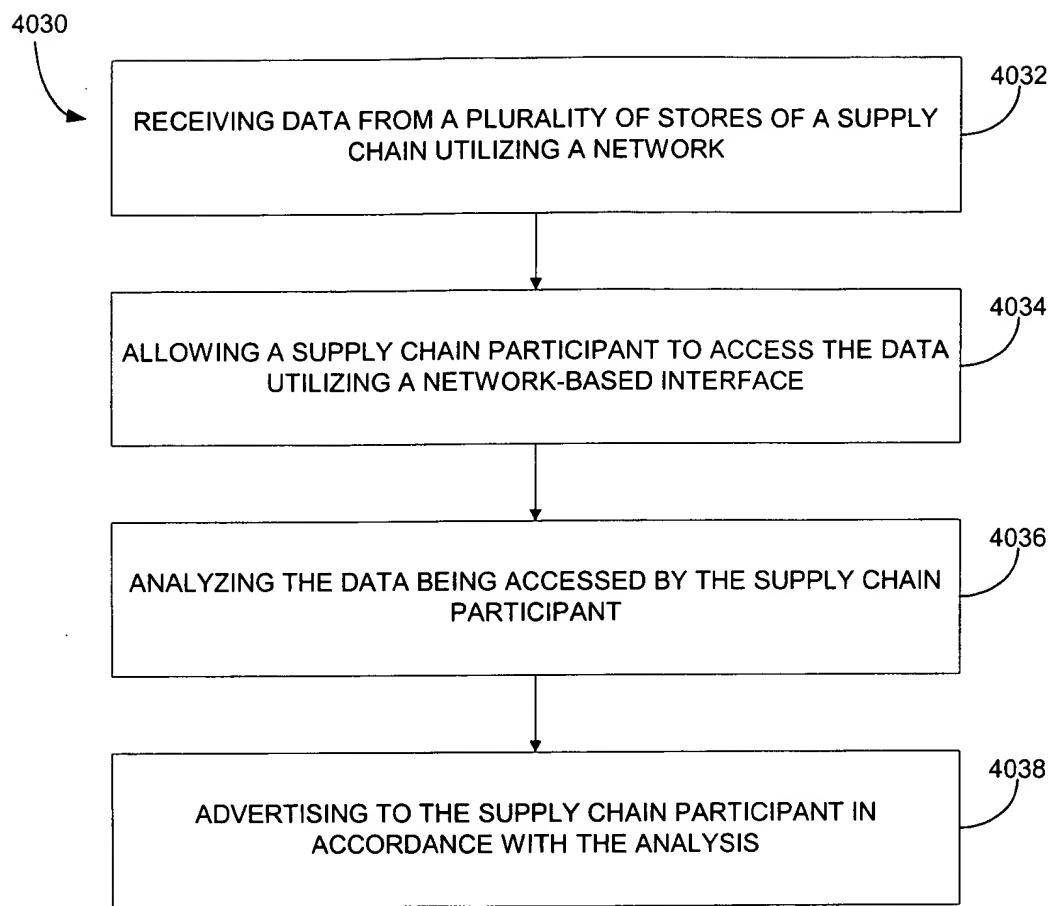


FIG. 40

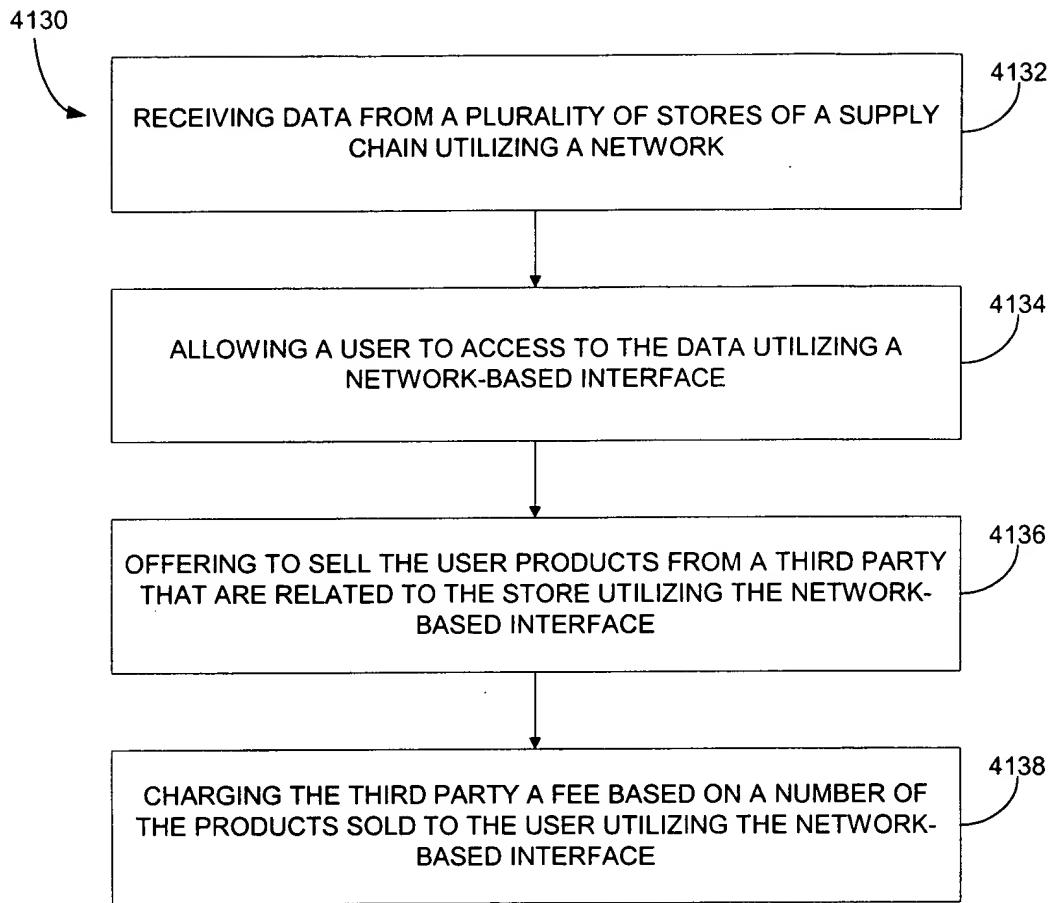


FIG. 41

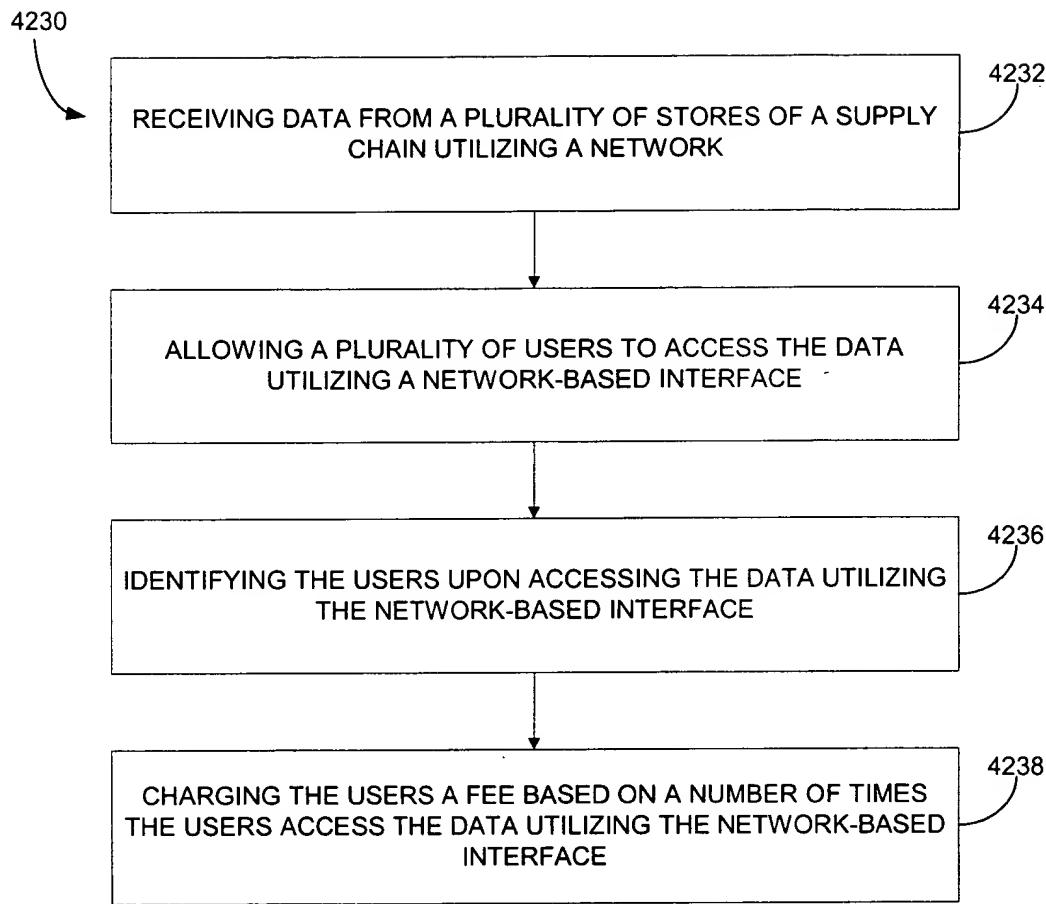


FIG. 42

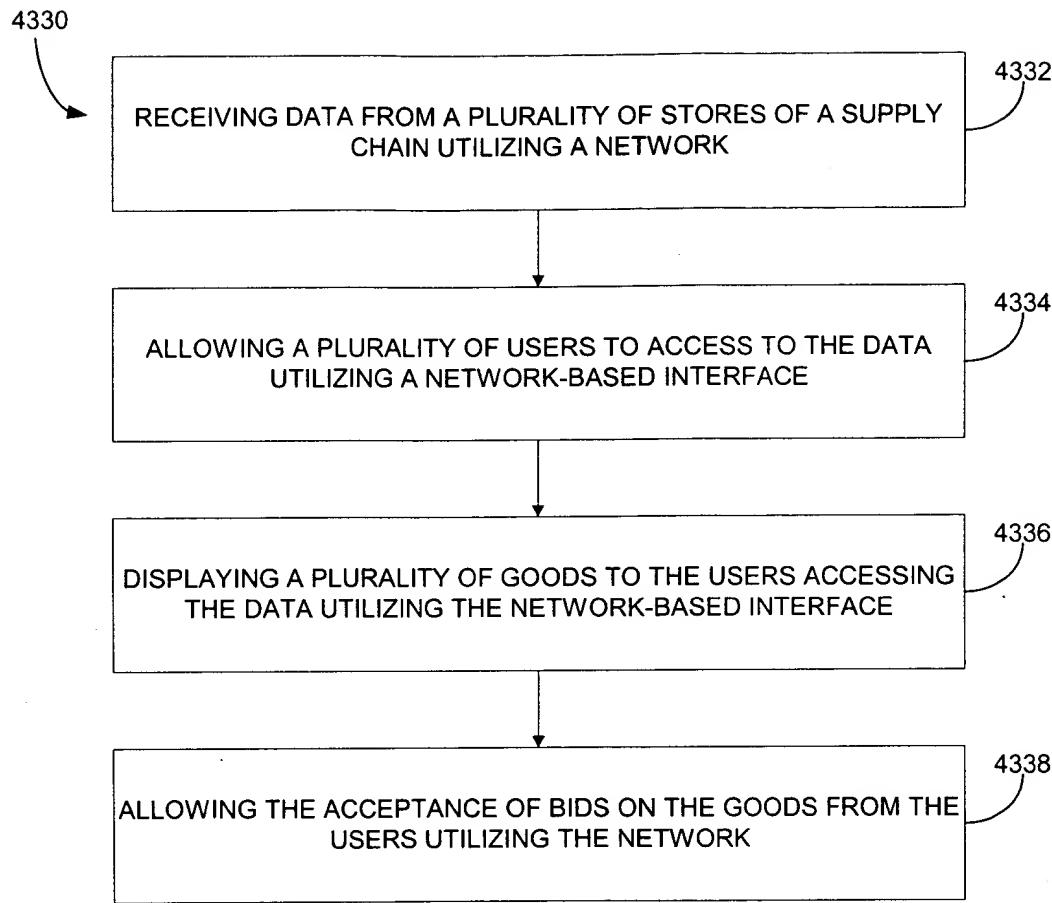


FIG. 43A

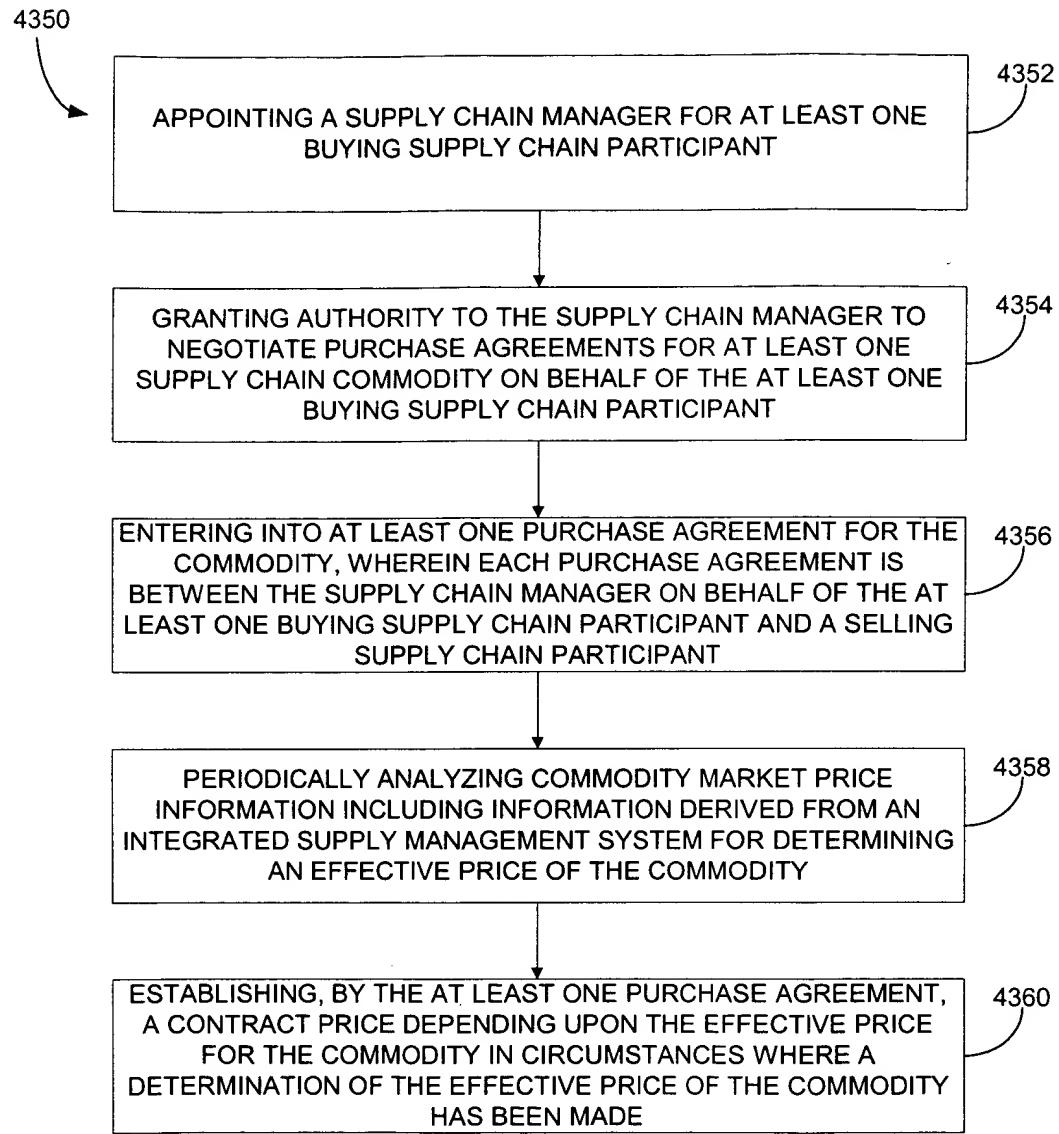


FIG. 43B

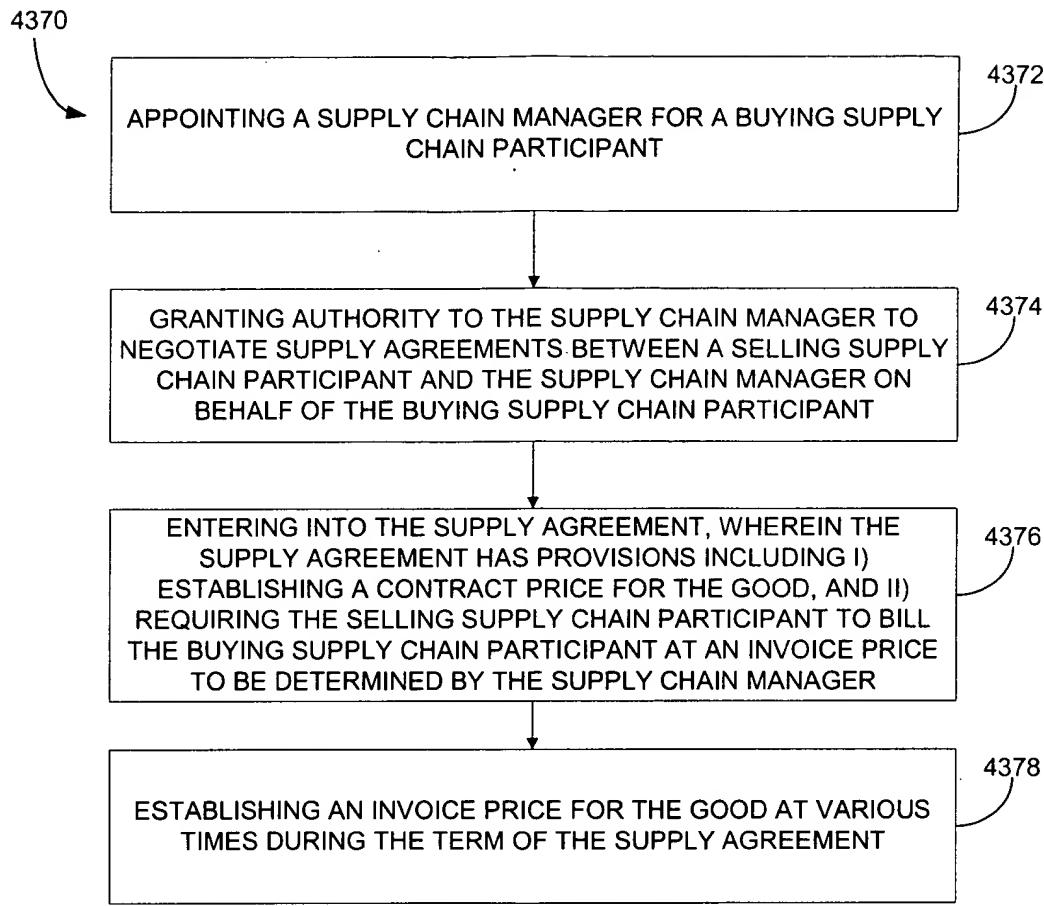


FIG. 43C

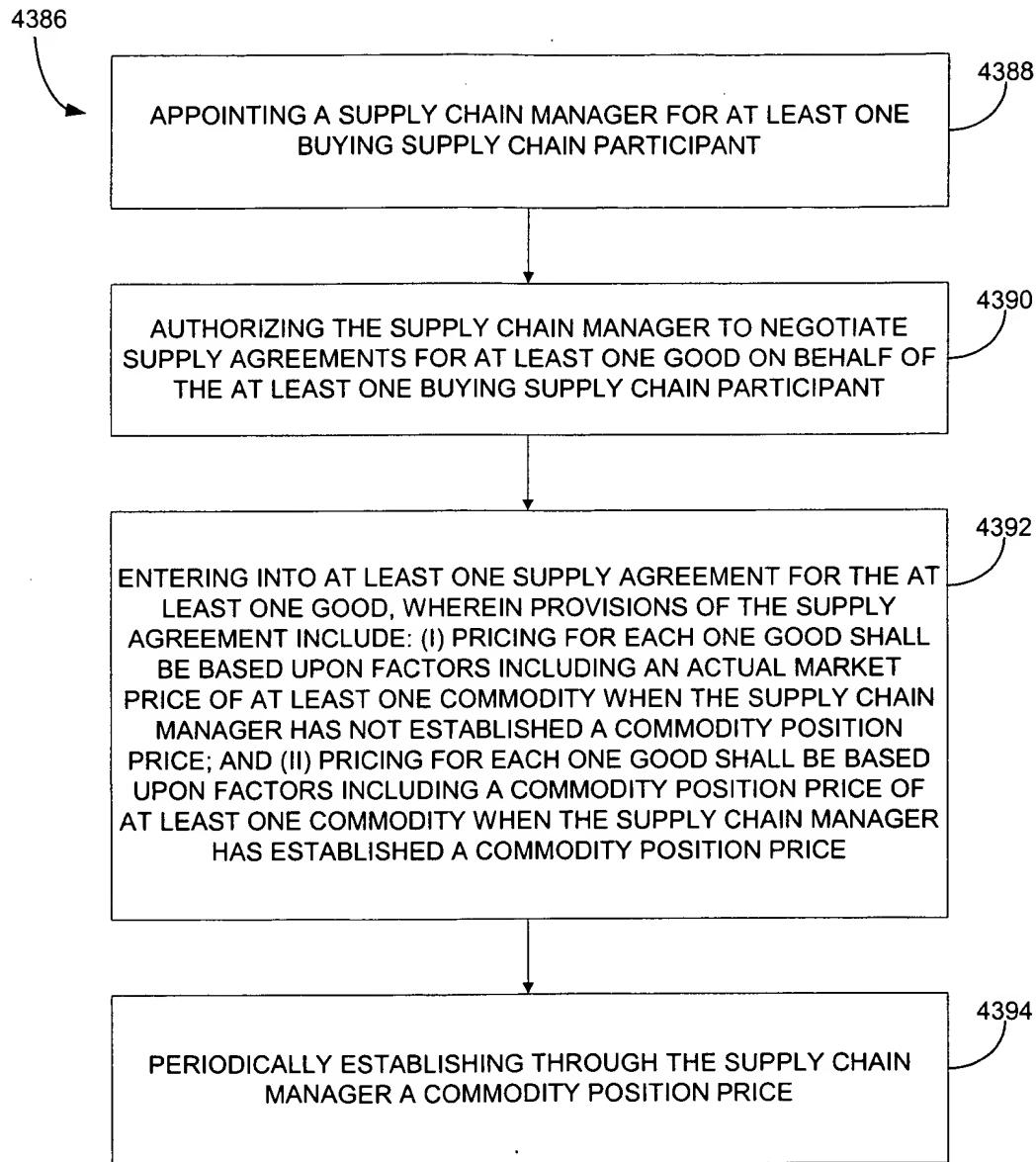


FIG. 43D

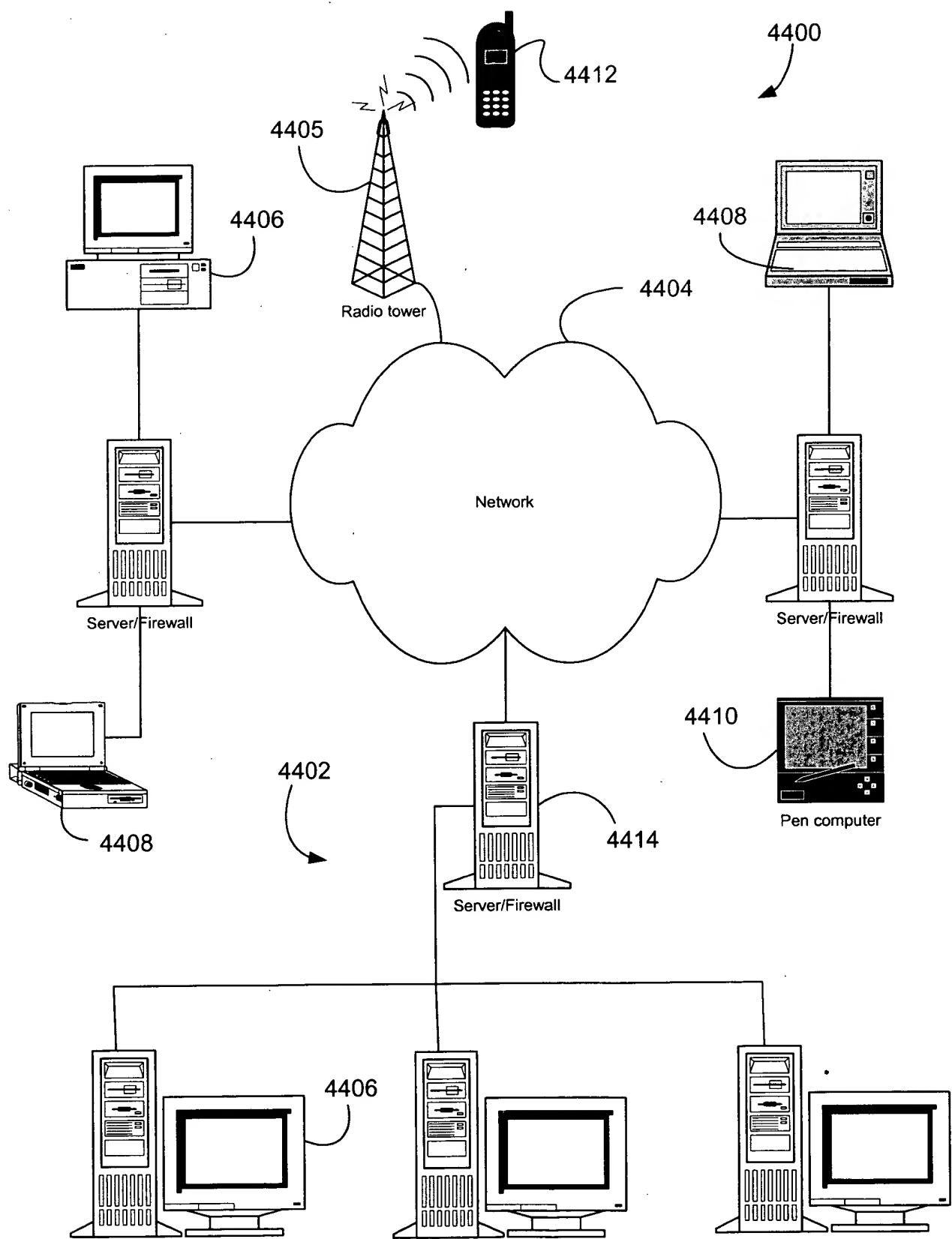
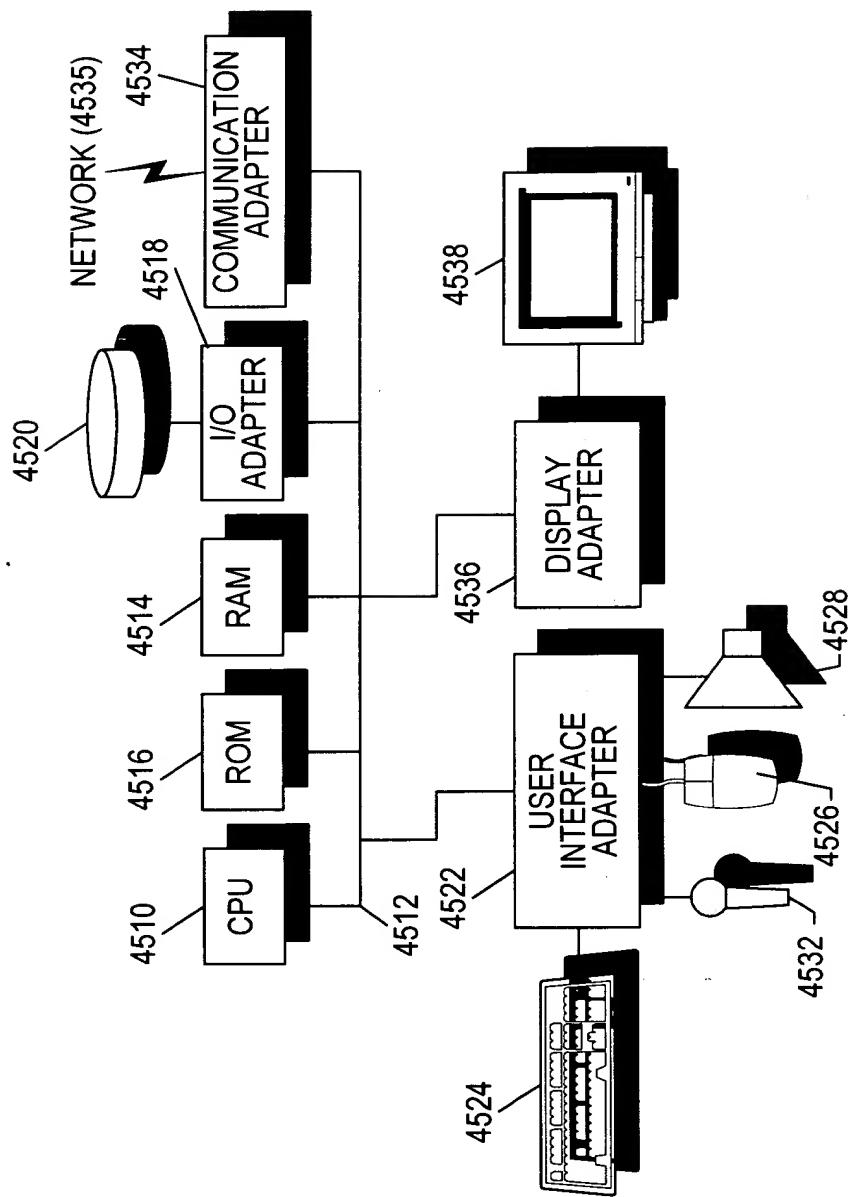


FIG. 44

FIG. 45



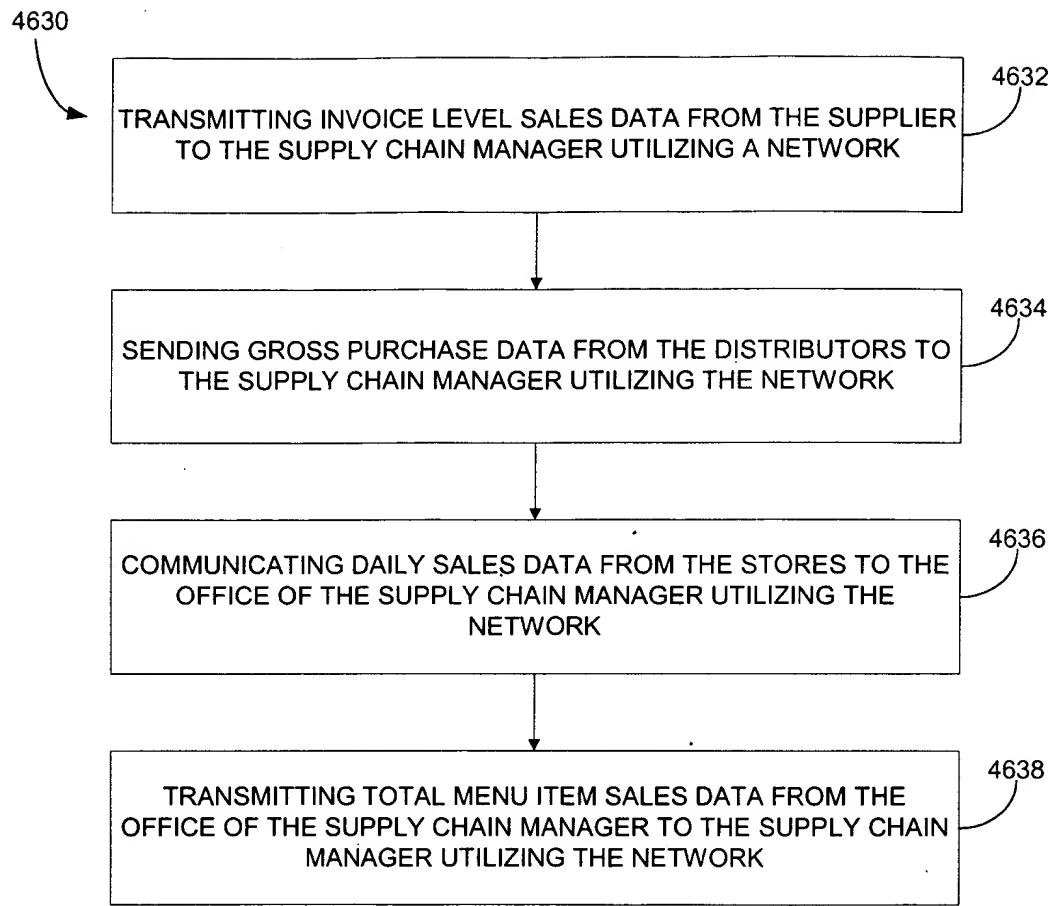


FIG. 46

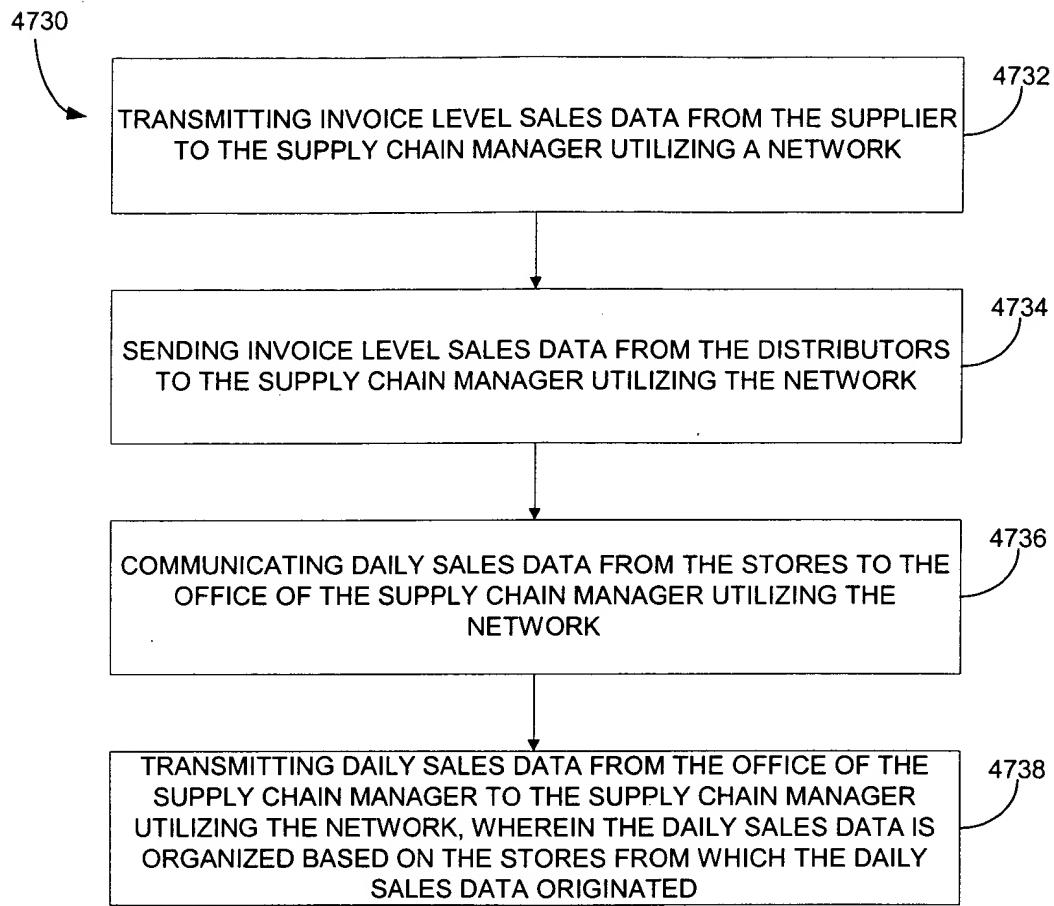


FIG. 47

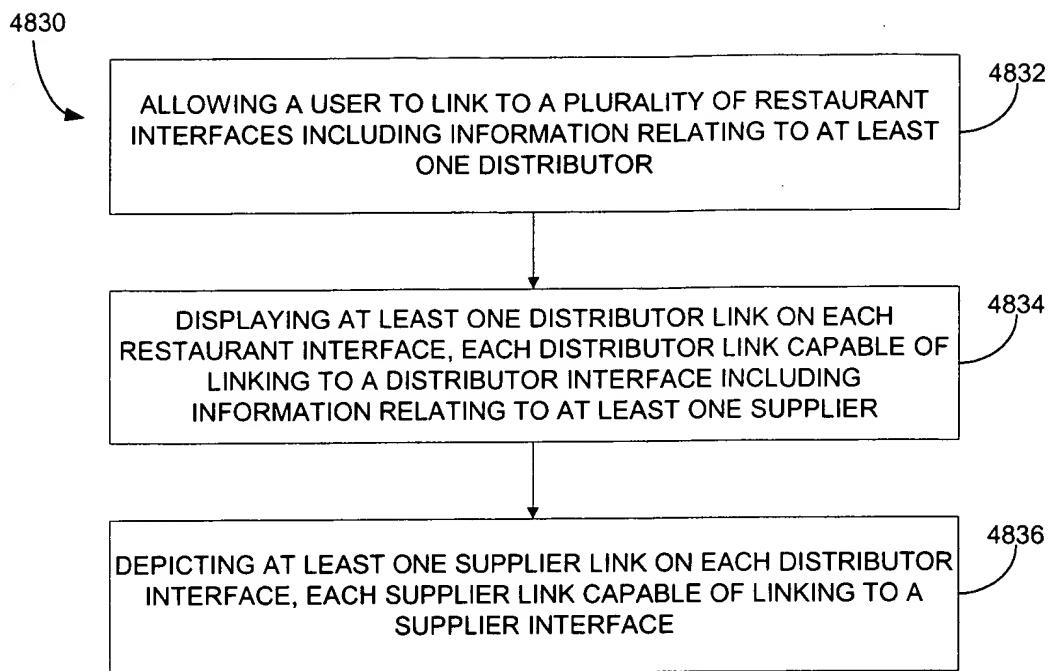


FIG. 48

Restaurant Services, Inc. - Microsoft Internet Explorer

File Edit View Favorites Tools Help

Address http://www.rsiweb.com/home/index.asp

RSI

Restaurant Services, Inc.

BURGER KING® System Independent Purchasing & Distribution Service Coop

User Name _____

Franchisee _____

Password _____

Enter Site

4902

4904

4900

Click For Help

About RSI

Restaurant Services, Inc. (RSI) is an independent member-owned purchasing cooperative serving BURGER KING® restaurant owners in the United States.

RSI was founded in 1991 as the exclusive purchasing agent for the vast majority of products used by the U.S. BURGER KING system. Its primary purpose is to leverage the buying power of BURGER KING restaurants to achieve favorable contracts for food, packaging, premiums, promotion products, supplies, equipment, distribution and related services on behalf of more than 8,300 restaurants.

Contact Information

MapDirections

General Information

Legal Information

More About RSI

Help

BKC link

NFA link

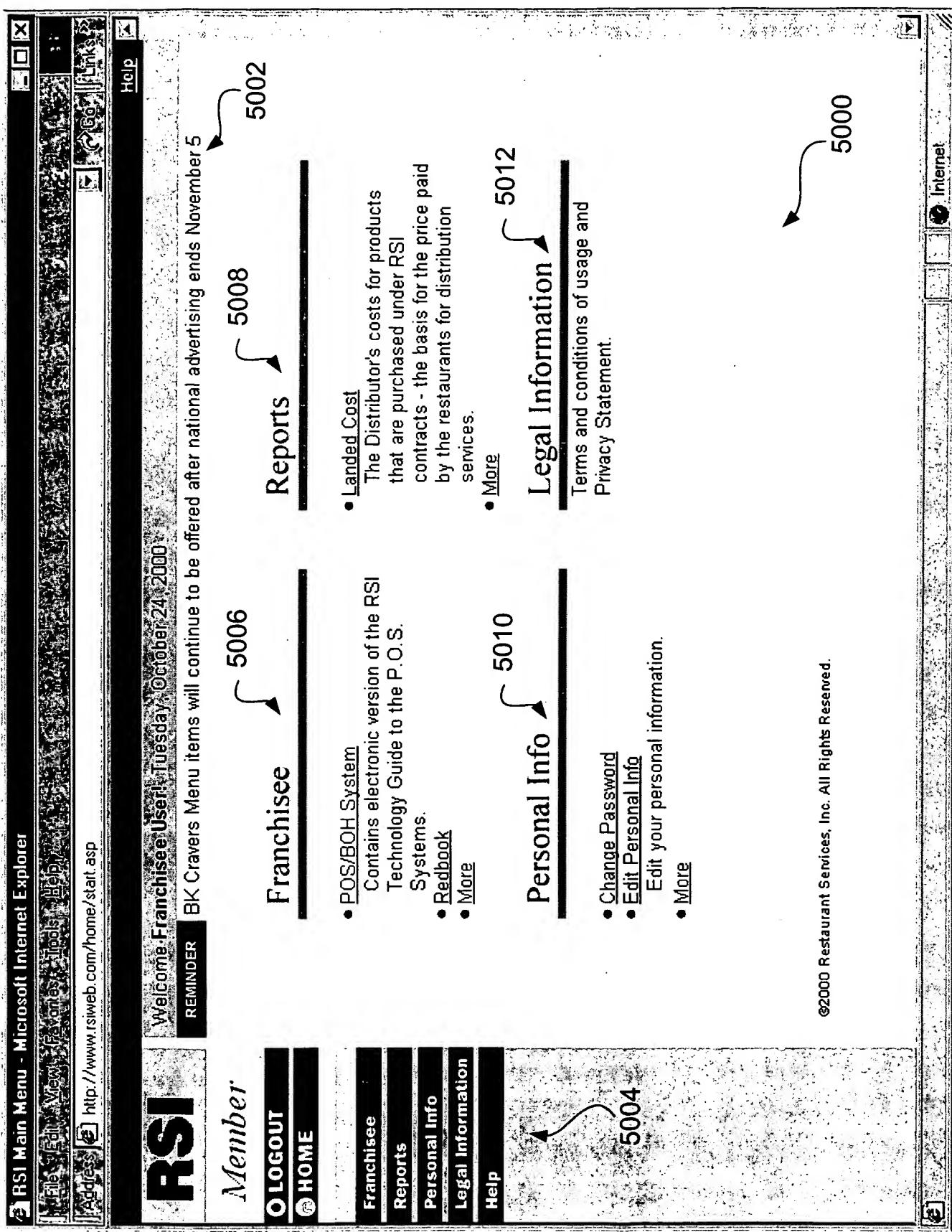




Internet

FIG. 49

FIG. 50



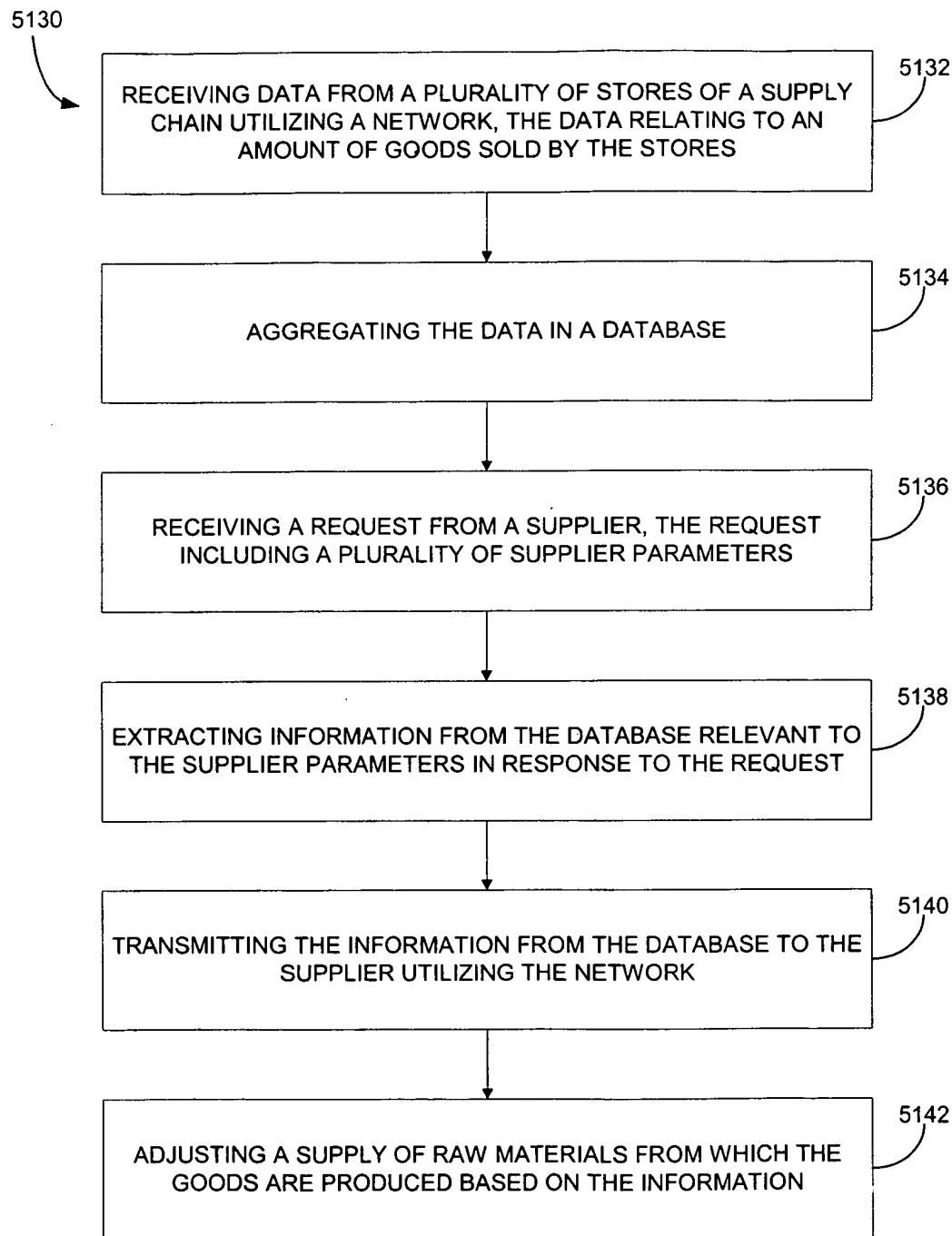


FIG. 51

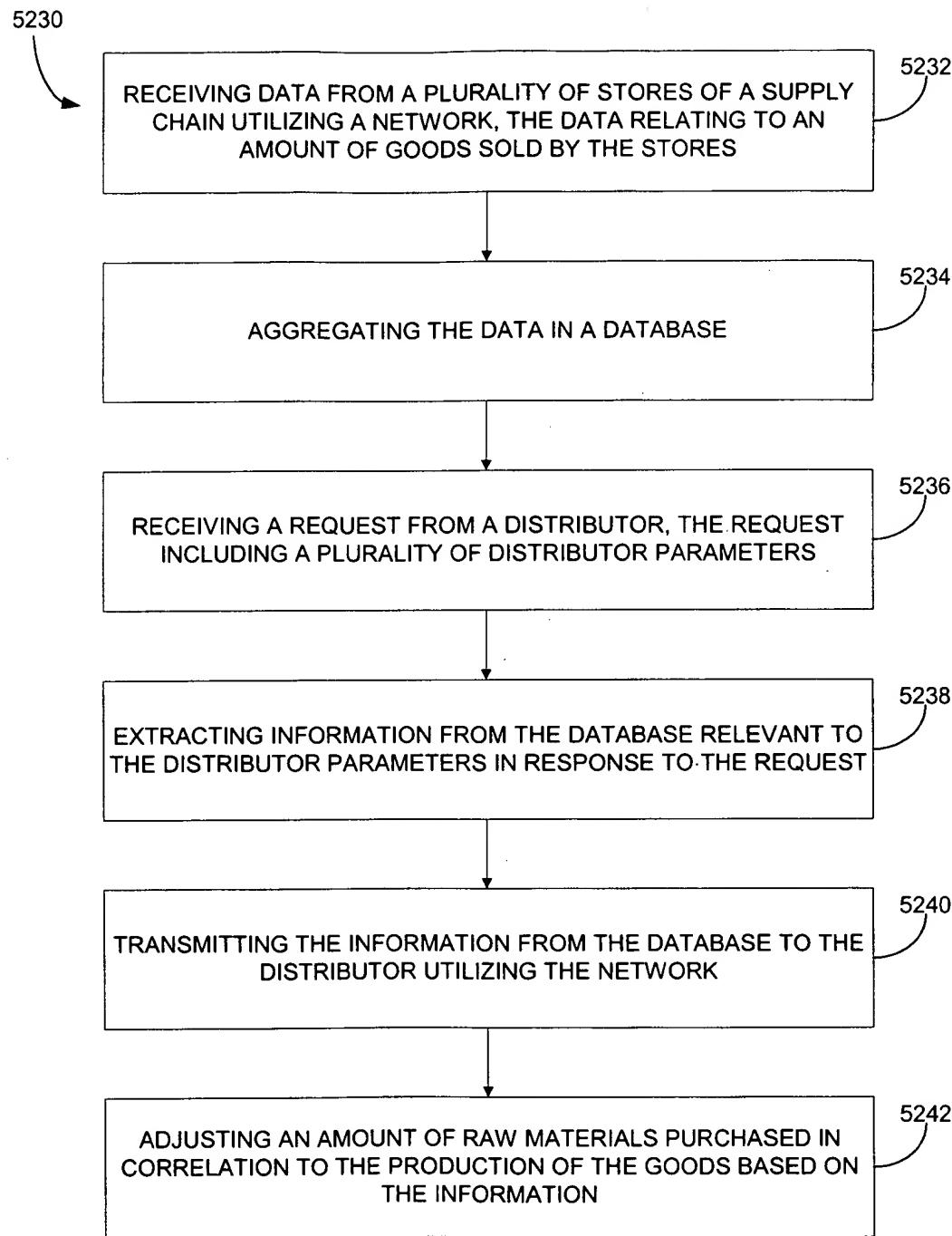


FIG. 52

RSI

POS Implied Daily Usage - Distributor - Microsoft Internet Explorer

File Edit View Favorites Tools Help

Address http://www.rsiweb.com/dc/d_iposdaily.asp

Printer Friendly Version

Distributor

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RSI

Distributor

POS Implied Daily Usage - Distributor Tuesday, October 24, 2000

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Distribution Company: REINHART FOODSERVICE
Distribution Center: REINHART - CEDAR RAPIDS, IA

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14 Day Rolling (Total Cases)

| DC Item No | Item Description | 14 Day Rolling (Total Cases) | | | | | | | | | | | | Week Ending Total | | |
|--------------------------------------|--------------------------|------------------------------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------------------|-------|-------|
| | | % Chg 14 Day Avg | 10/23 | 10/22 | 10/21 | 10/20 | 10/19 | 10/18 | 10/17 | 10/16 | 10/15 | 10/14 | 10/13 | 10/12 | 10/11 | 10/10 |
| Number of Restaurants Serviced by DC | | | | | | | | | | | | | | | | |
| 18980 | SAUCE: BBQ: BULK | 0.00% | 13 | 2 | 23 | 18 | 18 | 16 | 16 | 14 | 21 | 21 | 15 | 13 | 13 | 13 |
| 20788 | MUSTARD: BULK BK | 0.00% | 12 | 19 | 20 | 16 | 14 | 14 | 13 | 14 | 19 | 19 | 18 | 15 | 14 | 14 |
| 24340 | MAYONNAISE: BULK BK | 0.00% | 134 | 197 | 211 | 173 | 158 | 154 | 153 | 150 | 200 | 208 | 176 | 165 | 165 | 165 |
| 24666 | STRAW: WRAPPED 7.75" BK | 0.00% | 21 | 33 | 34 | 27 | 25 | 24 | 24 | 24 | 34 | 33 | 27 | 24 | 24 | 24 |
| 26318 | FORK: WRAPPED BULK BK | 0.00% | 10 | 11 | 12 | 10 | 9 | 8 | 9 | 11 | 12 | 11 | 10 | 9 | 9 | 9 |
| 25452 | KNIFE: WRAPPED BULK BK | 0.00% | 3 | 3 | 3 | 2 | 2 | 2 | 2 | 3 | 3 | 3 | 3 | 2 | 2 | 2 |
| 27082 | KETCHUP: BULK BAG IN BOX | 0.00% | 86 | 134 | 142 | 116 | 104 | 102 | 101 | 100 | 138 | 139 | 115 | 108 | 102 | 102 |
| 27890 | KETCHUP: PACKETS 10g BK | 0.00% | 127 | 194 | 205 | 160 | 143 | 142 | 139 | 144 | 197 | 197 | 160 | 142 | 140 | 140 |

[Done](#)

Internet

FIG. 53

FIG. 54

RSI Local DC Promotion Forecast Report - Microsoft Internet Explorer

Address: http://test.rsilink.com/dc/d_ipromodetail.asp?dc=26576 Help

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REINHART - CEDAR RAPIDS, IA
Local Promotion Summary by DC
Tuesday, October 24, 2000

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| Local Promotion Option | AD | Start Date | Projected Only Usage | Duration (In Weeks) | Participating Restaurants | Non-Participating Restaurants |
|----------------------------|-----------------------------------|------------|----------------------|---------------------|---------------------------|-------------------------------|
| 32 oz. Motor Cup | Chicago, IL | 5/1/00 | 85 | 98 | 8 | |
| | Davenport-R-Moline, IA | 6/1/00 | 86 | 32 | 17 | |
| | Des Moines-Ames, IA | 7/1/00 | 85 | 17 | 28 | |
| | Omaha, NE | 7/1/00 | 85 | 17 | 50 | |
| | Peoria, IL | 8/1/00 | 85 | 98 | 17 | |
| | Sioux City, IA | 8/28/00 | 85 | 98 | 10 | |
| | Springfield-Decatur-Champaign, IL | 8/1/00 | 85 | 98 | 1 | 131 |
| | Cedar Rapids-Waterloo-Dubuque, IA | 4/15/00 | 99 | 19 | | |
| | Davenport-R-Moline, IA | 4/15/00 | 99 | 17 | | |
| | Ottumwa-Kirkville, IA | 4/15/00 | 99 | 3 | | |
| Big King Total | | | | | | 39 |
| Pancake Minis | Chicago, IL | 5/15/00 | 20 | 99 | 8 | |
| | Peoria, IL | 5/1/00 | 20 | 99 | 17 | |
| | Sioux City, IA | 4/15/00 | 20 | 99 | 10 | |
| Pancake Minis Total | | | | | | 35 |

[Done] Internet

FIG. 55

5500

Supplier

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Help

POS Implied Daily Usage - Supplier

Supplier: TYSON FOODS

Printer Friendly Version

Tuesday, October 24, 2000

Supplier: TYSON FOODS

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| 14 Day Rolling (Total Cases) | | | | | | | | | | | | Week Ending Total | | | | | | |
|------------------------------|---------------------------|------------------|-----------|-------|-------|-------|-------|-------|-------|-------|-------|-------------------|-------|-------|-------|-------|-------|-------|
| FOB Point | RSI Item No | Item Description | % Chg Day | 10/14 | 10/15 | 10/16 | 10/17 | 10/18 | 10/19 | 10/20 | 10/21 | 10/22 | 10/23 | 10/24 | 10/15 | 10/16 | 10/17 | 10/18 |
| TOTAL | | | | 96 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 |
| Total of DC Locations | | | | 90 | 137 | 144 | 144 | 144 | 144 | 144 | 144 | 144 | 144 | 144 | 144 | 144 | 144 | 144 |
| 8 | CHICKEN PATTY | 0.00% | | | | | | | | | | | | | | | | |
| 7 | CHICKEN BK BROILER | 0.00% | | | 35 | 51 | 60 | 48 | 46 | 43 | 43 | 40 | 53 | 60 | 48 | 46 | 41 | |
| 8 | CHICKEN TENDERS | 0.00% | | | 222 | 335 | 337 | 285 | 240 | 226 | 226 | 246 | 346 | 346 | 346 | 346 | 346 | 346 |
| 8 | CHICKEN | 0.00% | | | | | | | | | | | | | | | | |

[Done]

[Internet]

FIG. 56

RSI Restaurant Landed Cost Verification Report - Microsoft Internet Explorer

Address: http://www.rsiweb.com/rjan/r_iplc.asp?report=true

Member Restaurant Number: 0003473 Date: 10/22/00 Retrieve

Logout Home

Franchisee Reports Personal Info Legal Information Help

Landed Cost Report

5600

Printer Friendly Version Restaurant Landed Cost Verification Report

Report Date: Sunday, October 22, 2000
 Restaurant Number: 0003473
 Distribution Center: REINHART - CEDAR RAPIDS, IA

Report Contact: Robert Harris
 Contact Number: 305-529-3409

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| RSI Item No | DC Item No | RSI Item Description | DC Cost | Markup | Rest. Cost |
|-------------|------------|------------------------------------|---------|--------|------------|
| 10340 | 4439 | REGISTER TAPE-THERMAL 2.25" X 105' | \$21.27 | \$1.57 | \$22.84 |
| 12860 | 3586 | SUGAR SUBSTITUTE-PINK PKT 2000 CT | \$5.87 | \$1.57 | \$7.44 |
| 18986 | 369 | SAUCE-BULK-KRAFT BULL'S EYE | \$24.48 | \$1.57 | \$26.05 |
| 19432 | 4473 | COFFEE-FOLGERS REGULAR | \$44.50 | \$1.57 | \$46.07 |
| 20768 | 87 | MUSTARD-BULK 3GAL | \$8.46 | \$1.57 | \$9.02 |
| 20940 | 4281 | WRAP-LOCAL OPTION | \$29.78 | \$1.57 | \$31.35 |
| 24340 | 88 | SAUCE-BULK MAYONNAISE | \$7.81 | \$1.57 | \$9.38 |
| 24600 | 4270 | WATER-ICE MOUNTAIN 5L | \$6.41 | \$1.57 | \$7.98 |

Done Internet

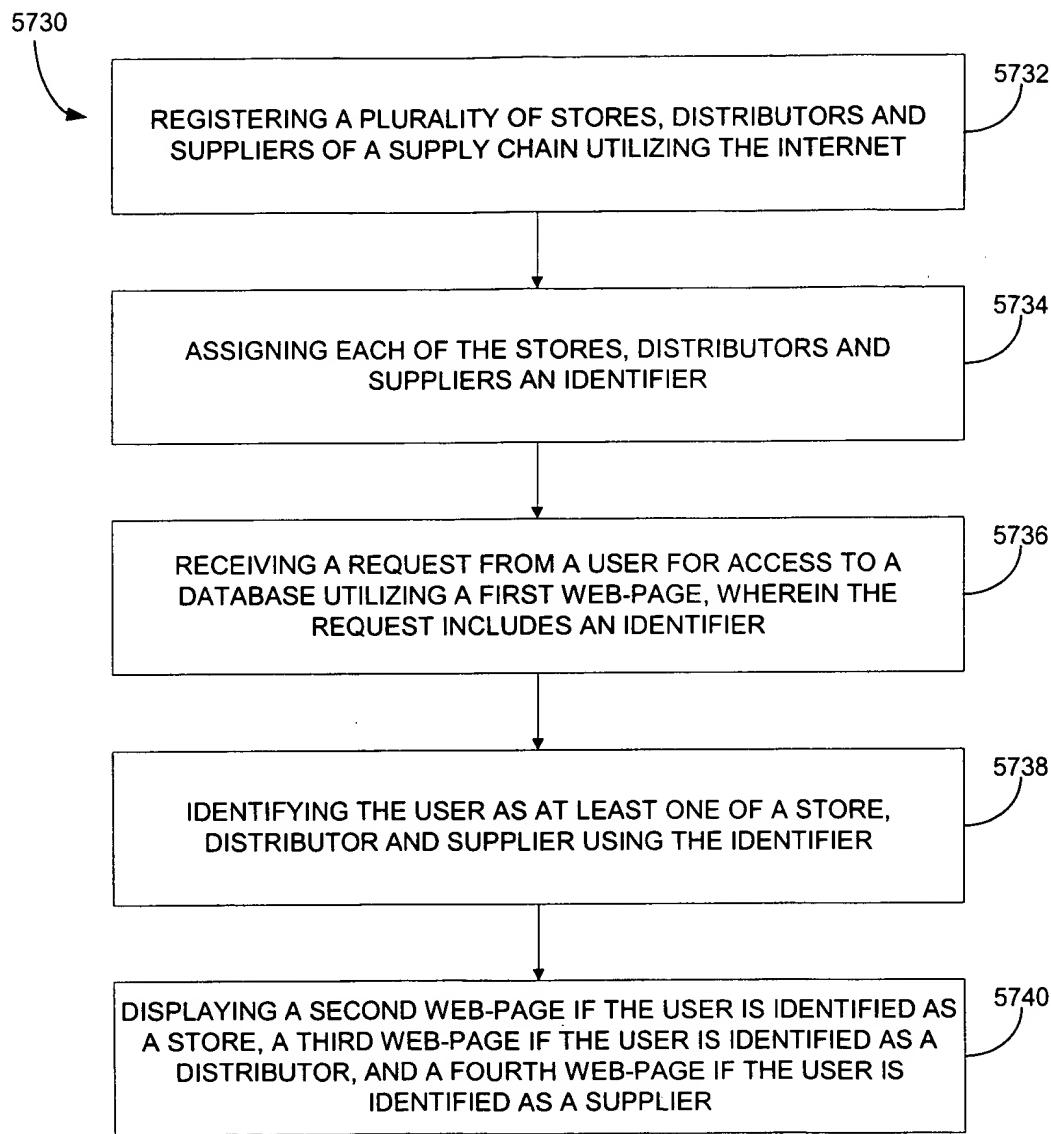


FIG. 57

5804

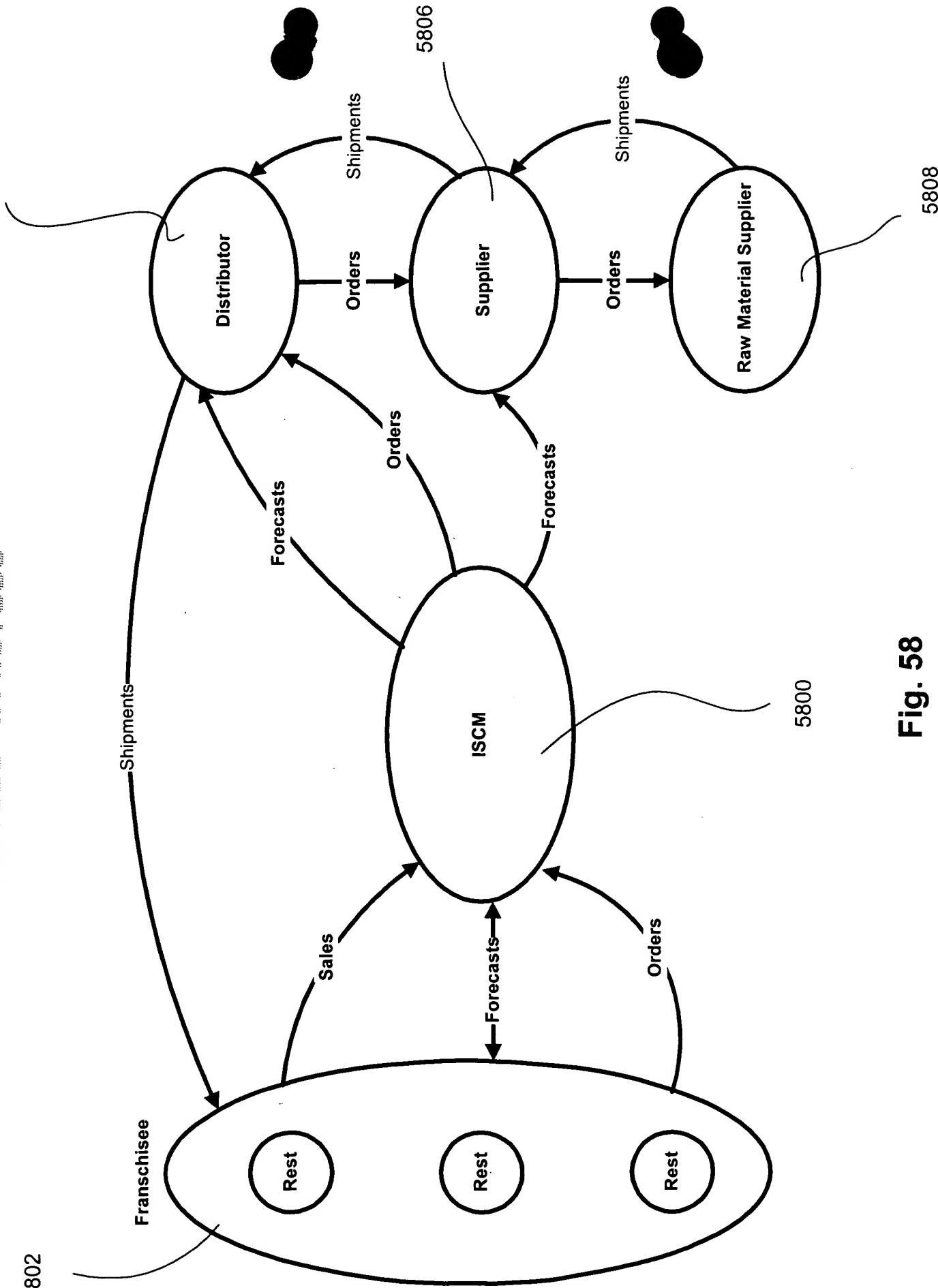


Fig. 58

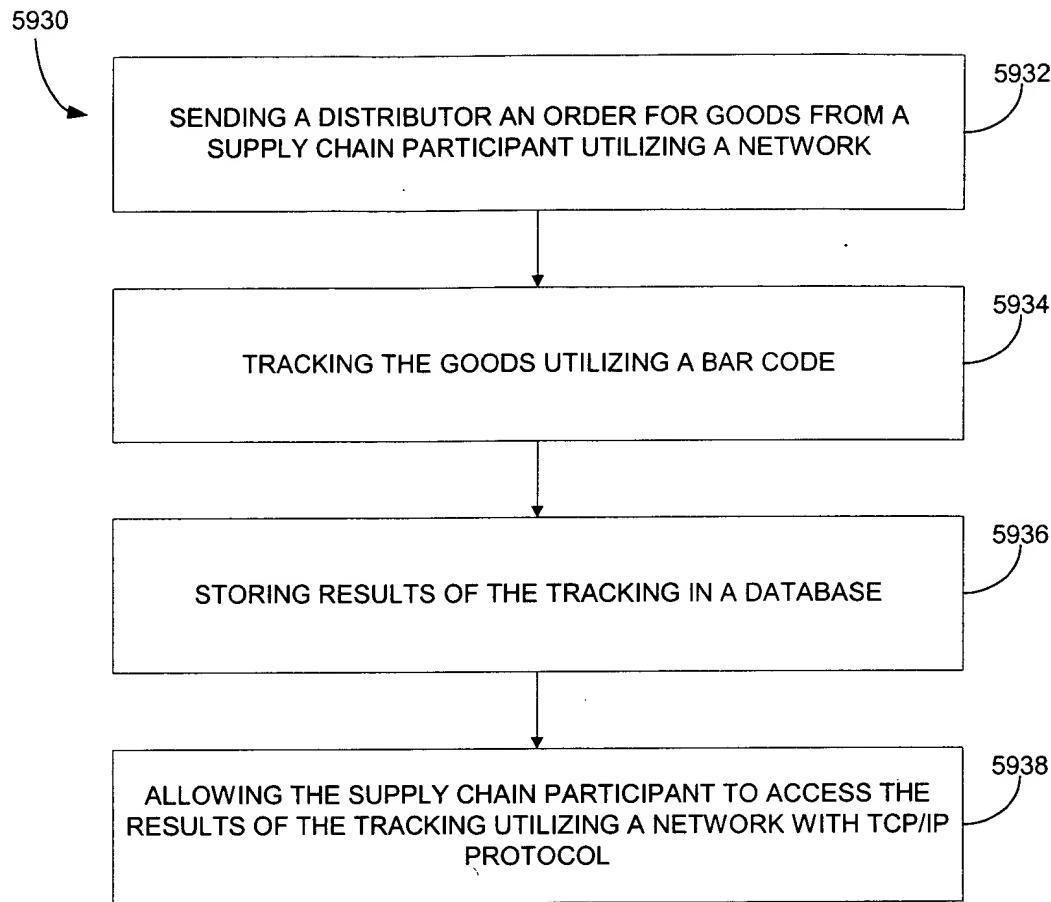


FIG. 59

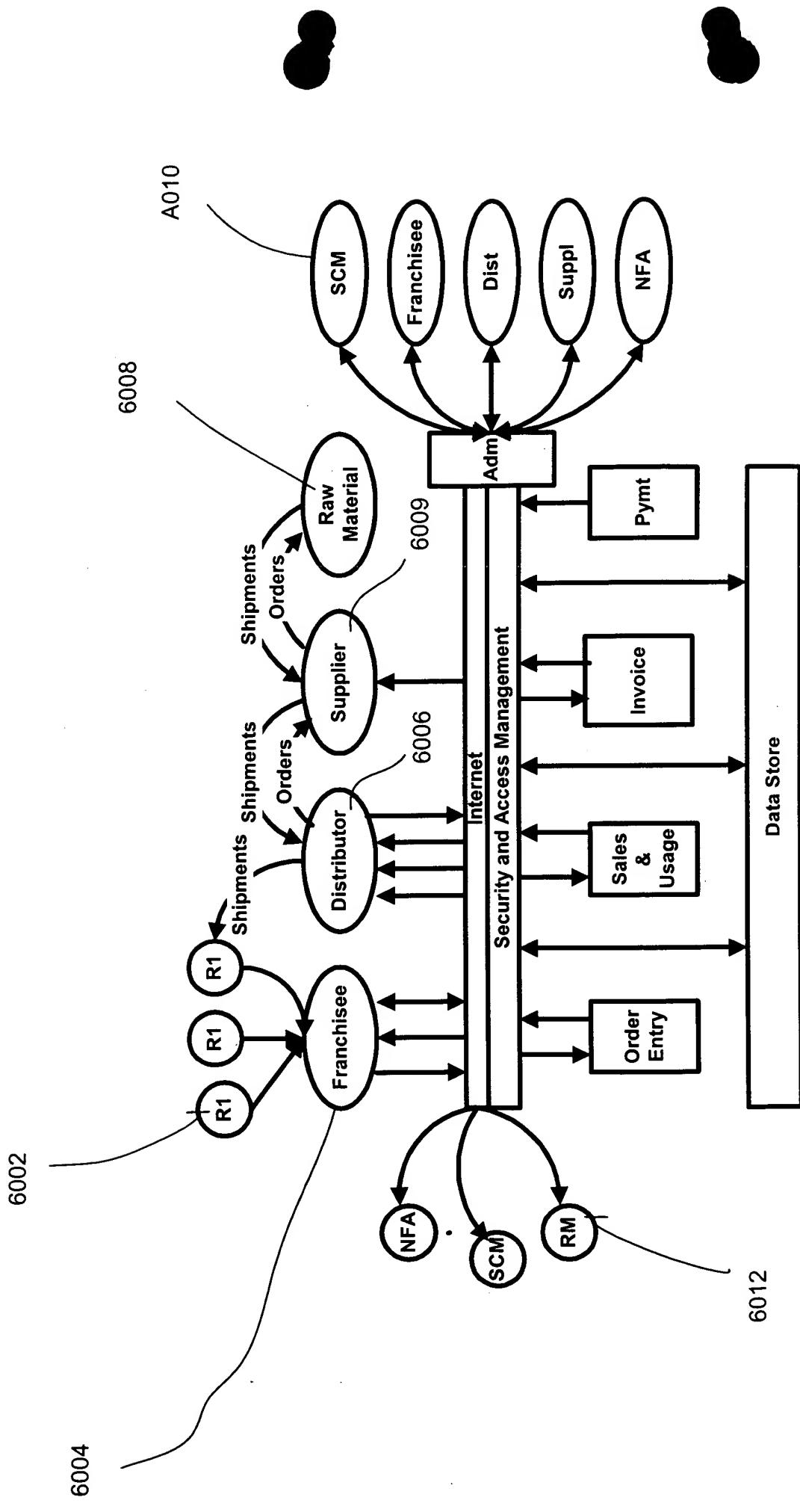


Fig. 60

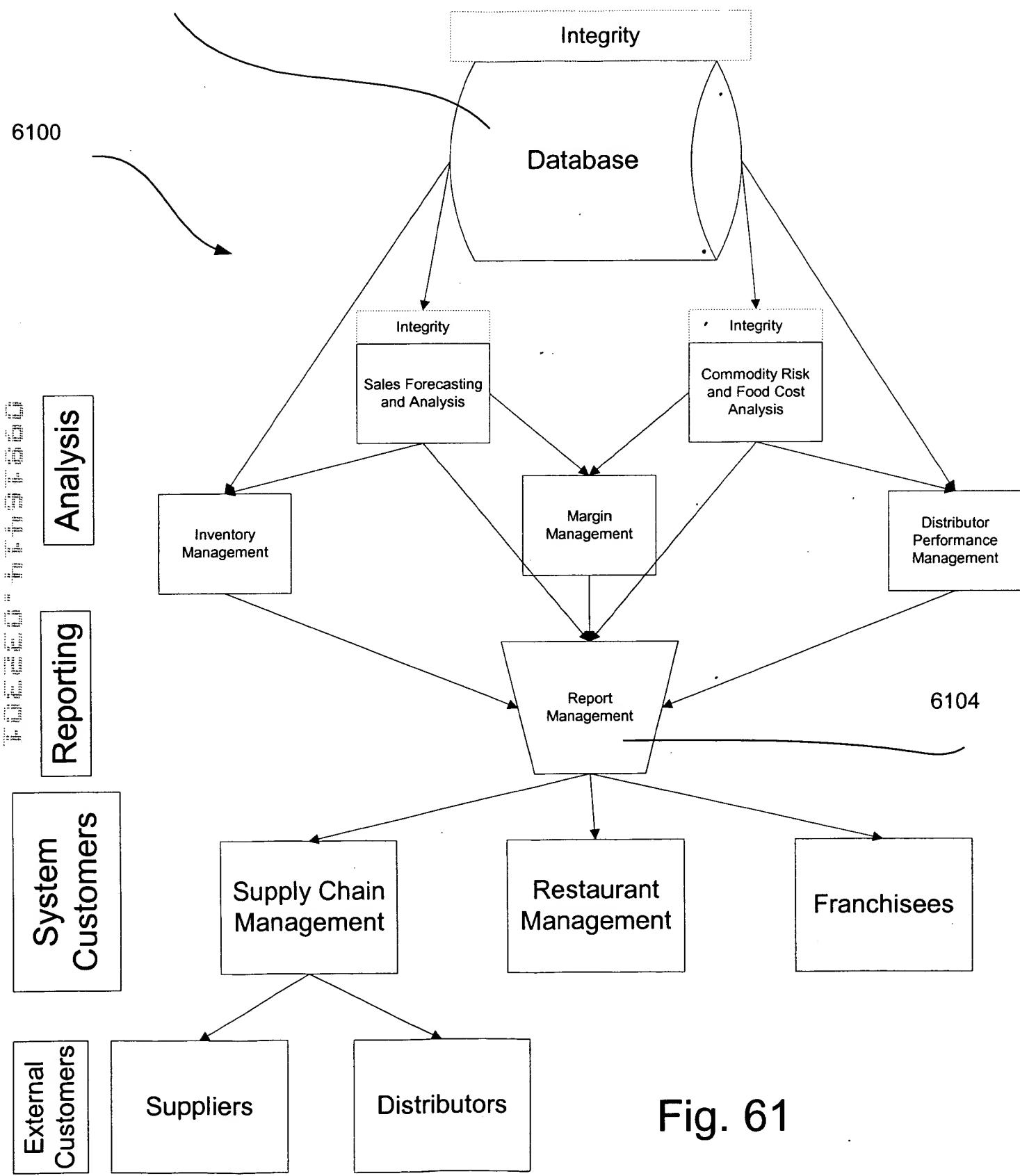


Fig. 61

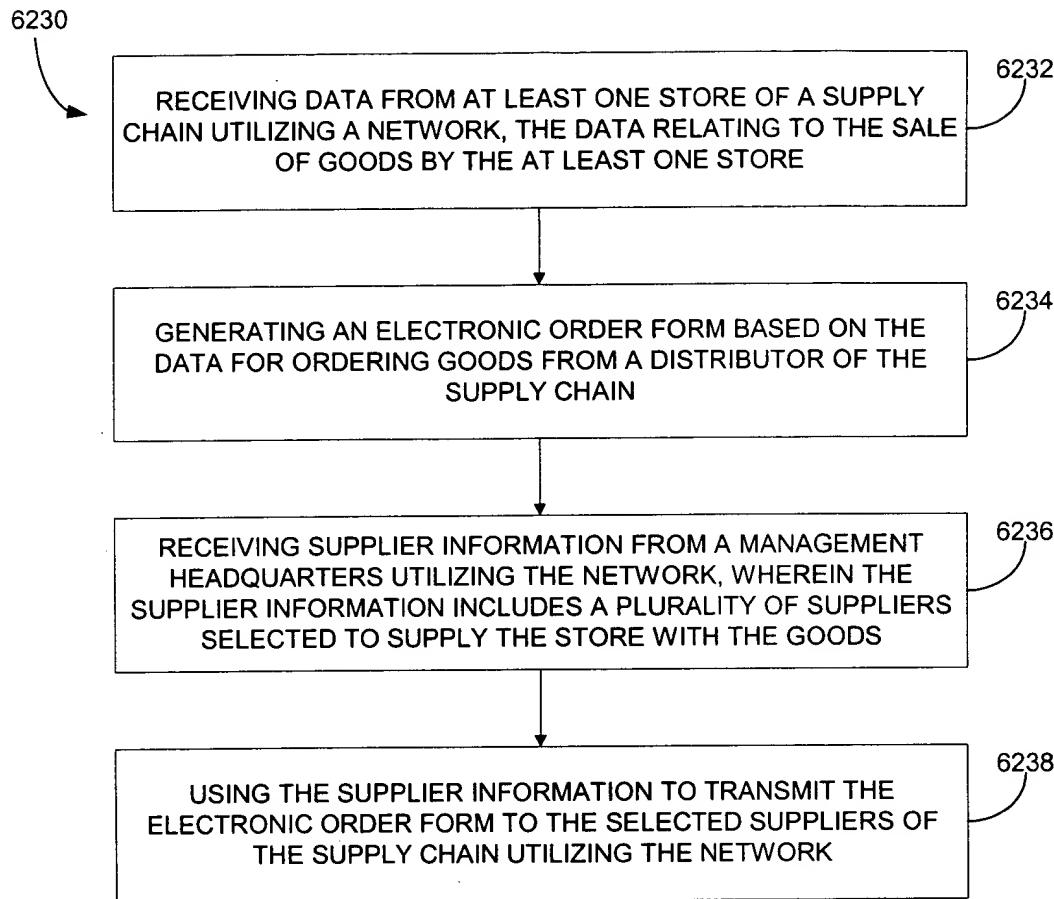


FIG. 62

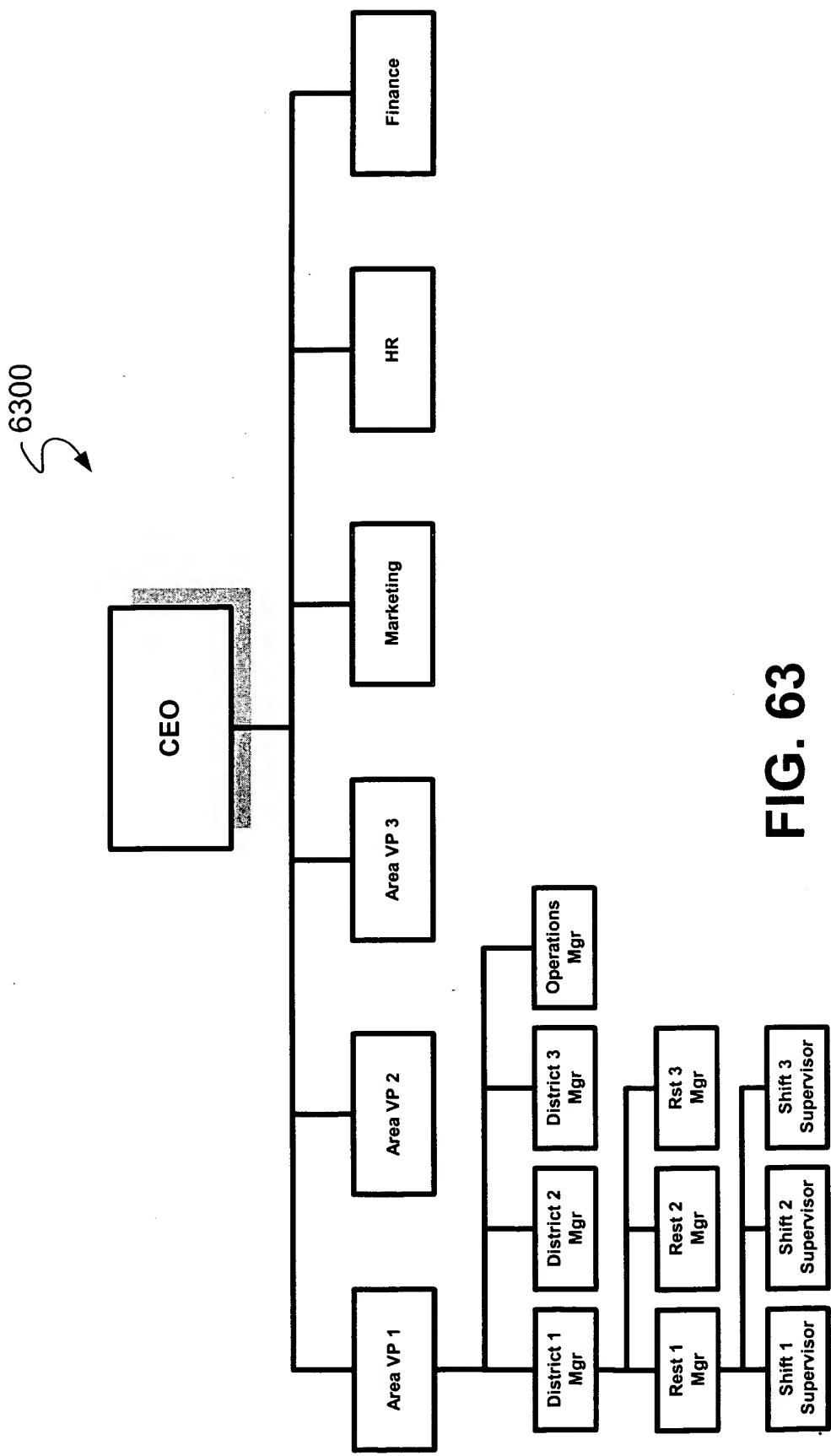


FIG. 63

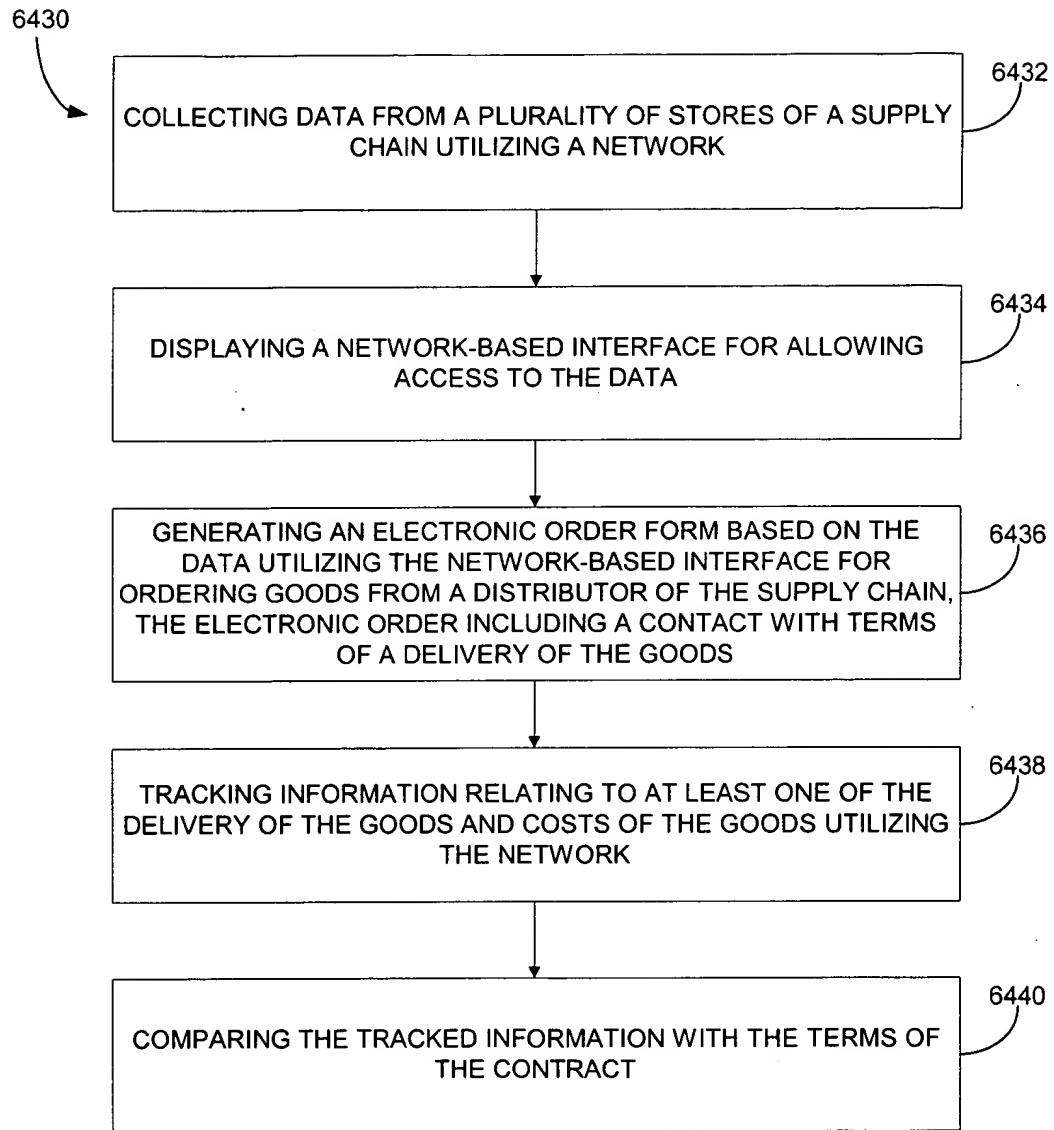


FIG. 64

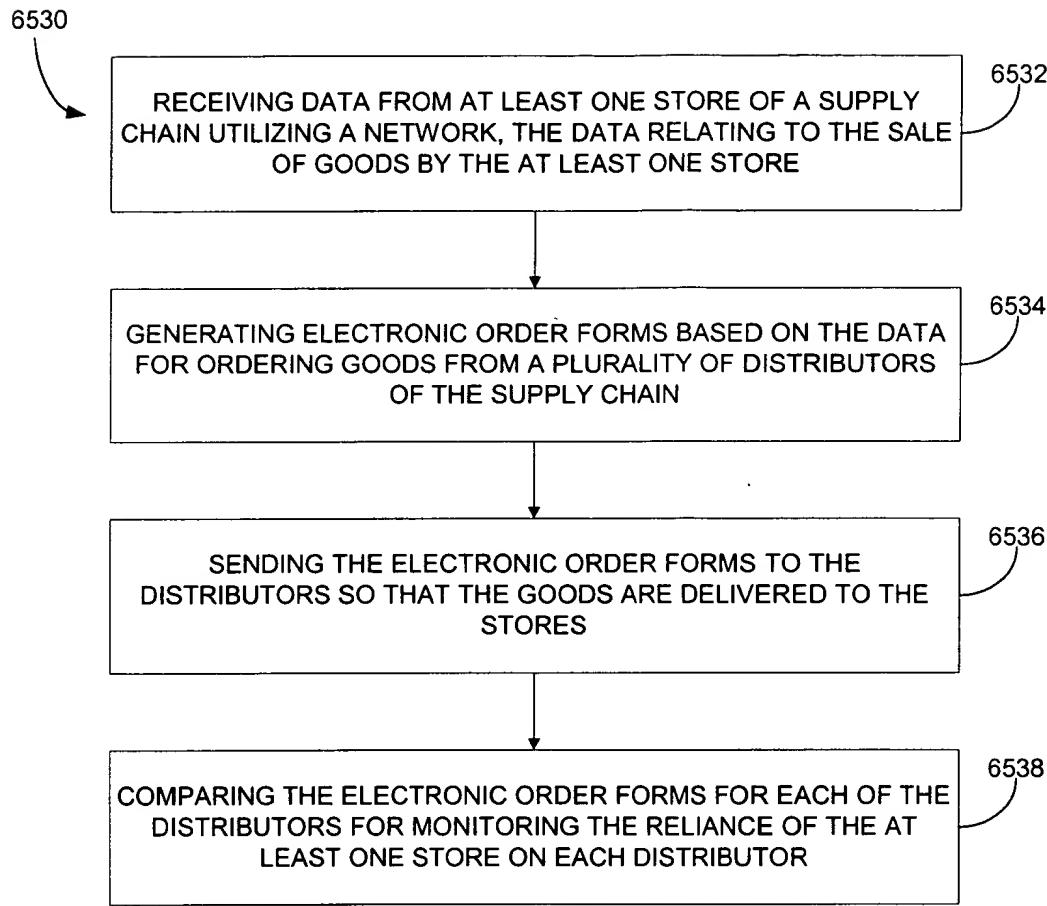


FIG. 65

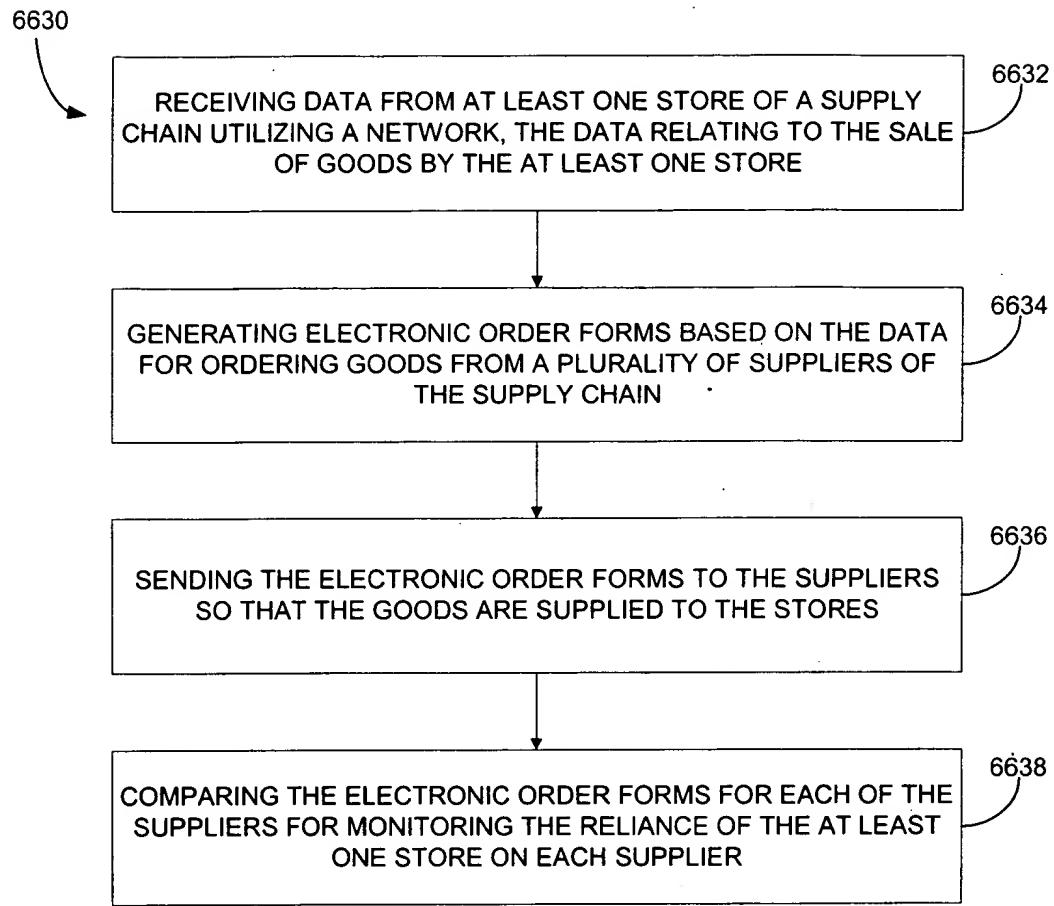


FIG. 66

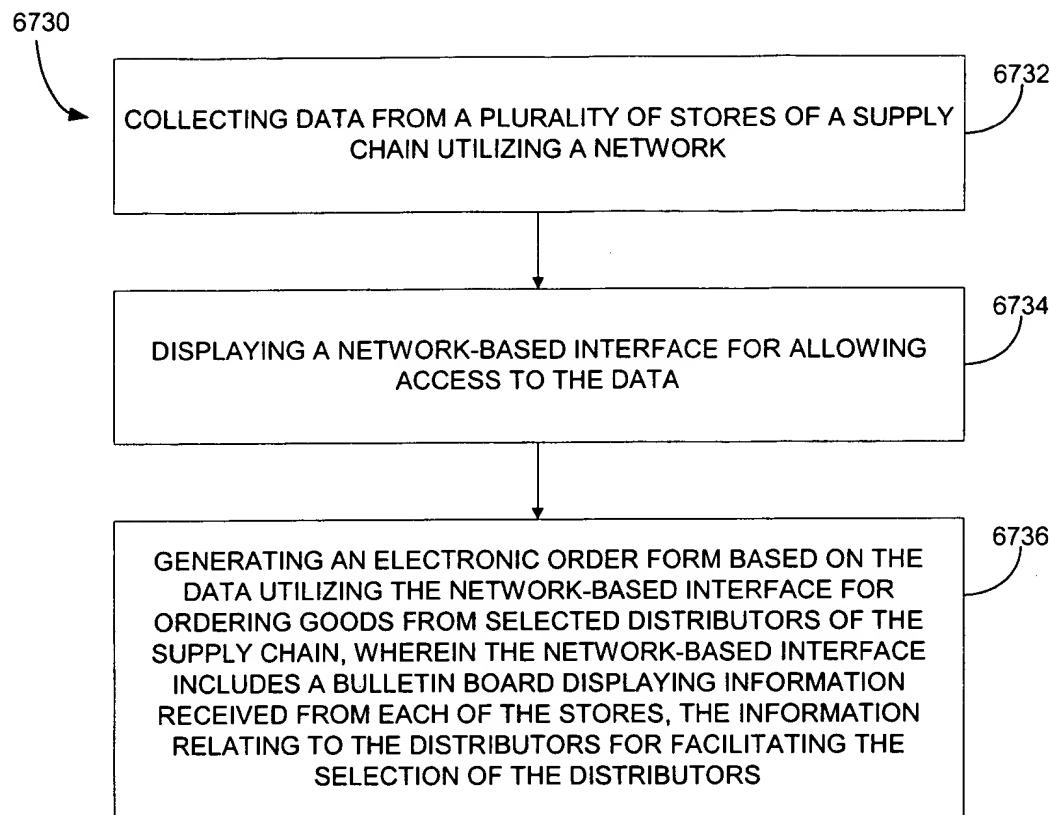


FIG. 67

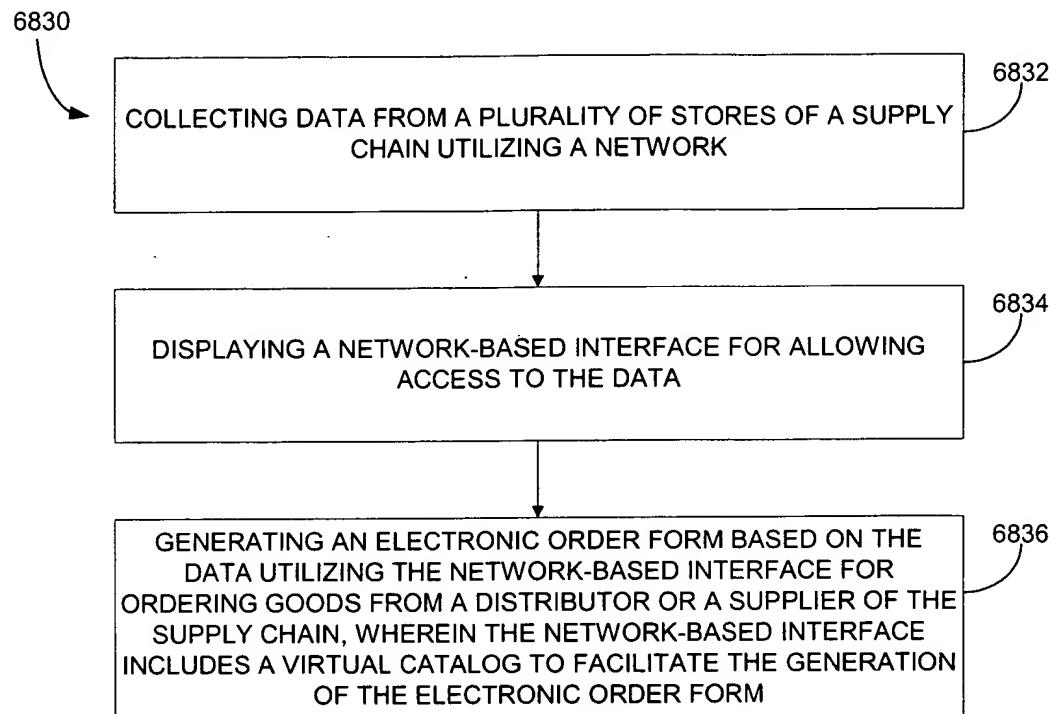
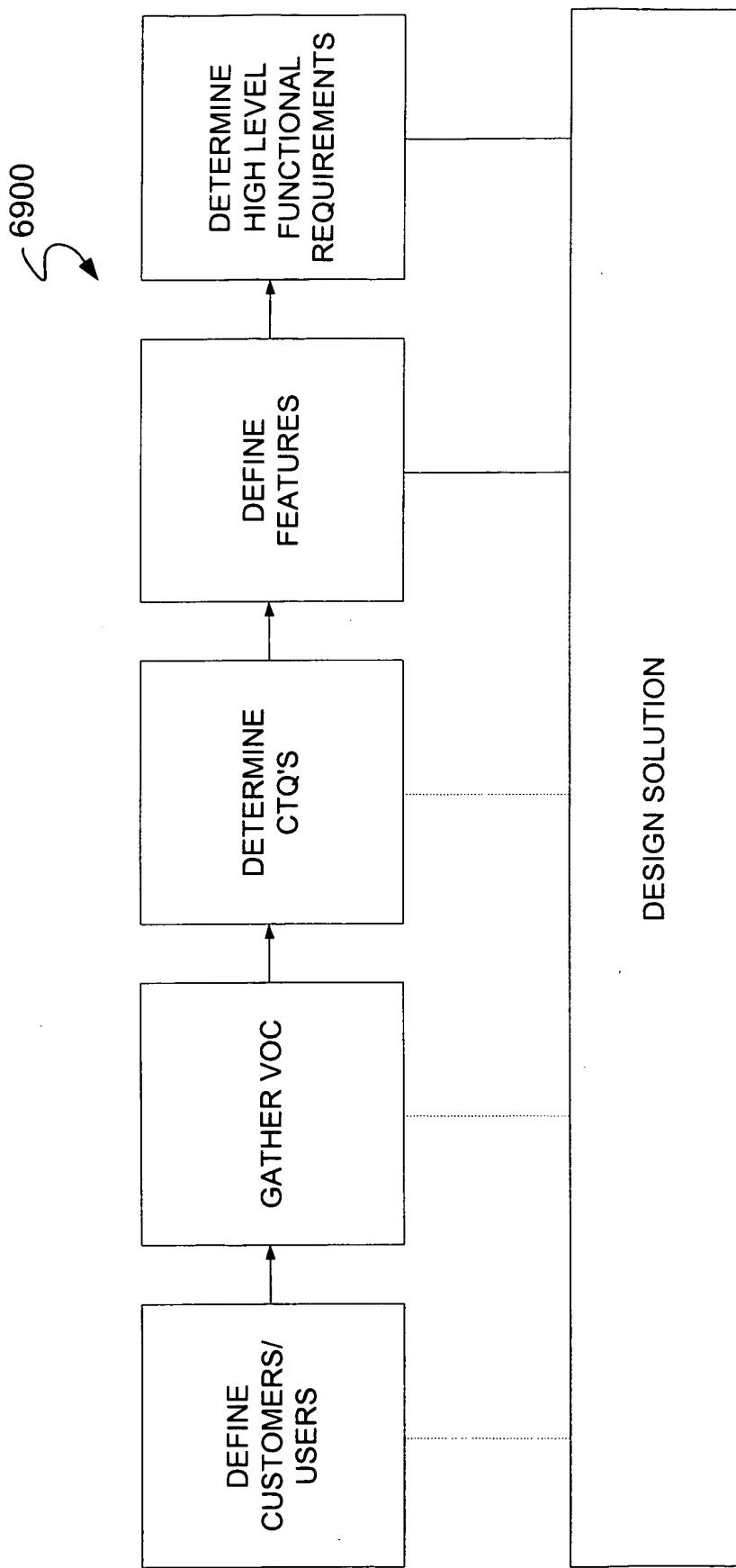


FIG. 68

FIG. 69



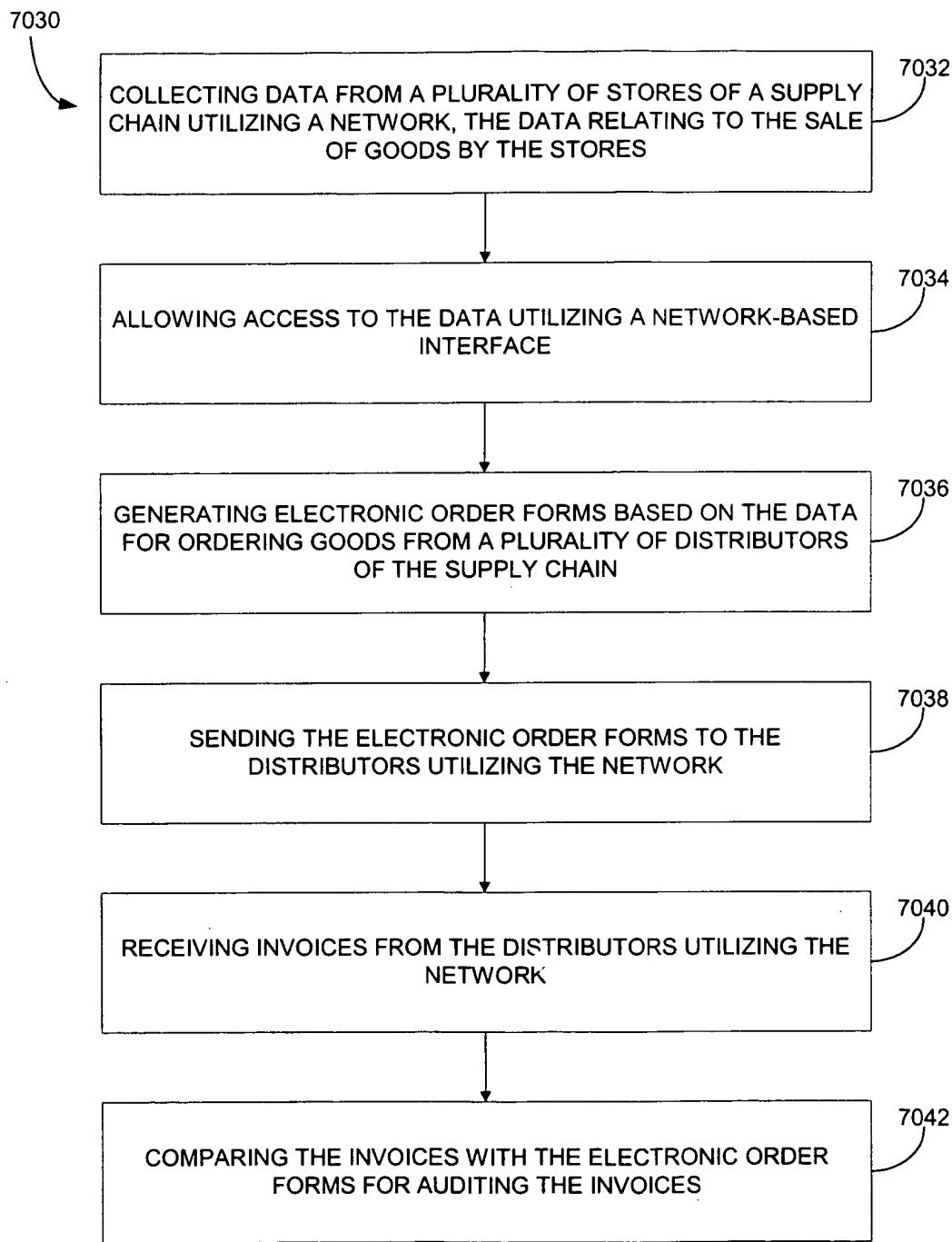


FIG. 70

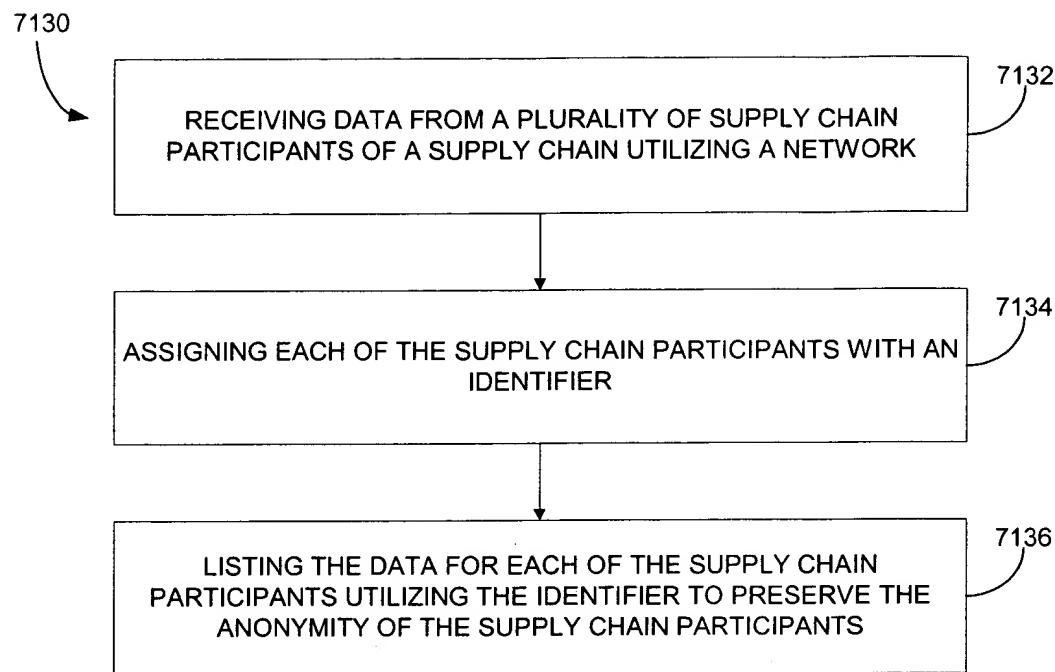


FIG. 71

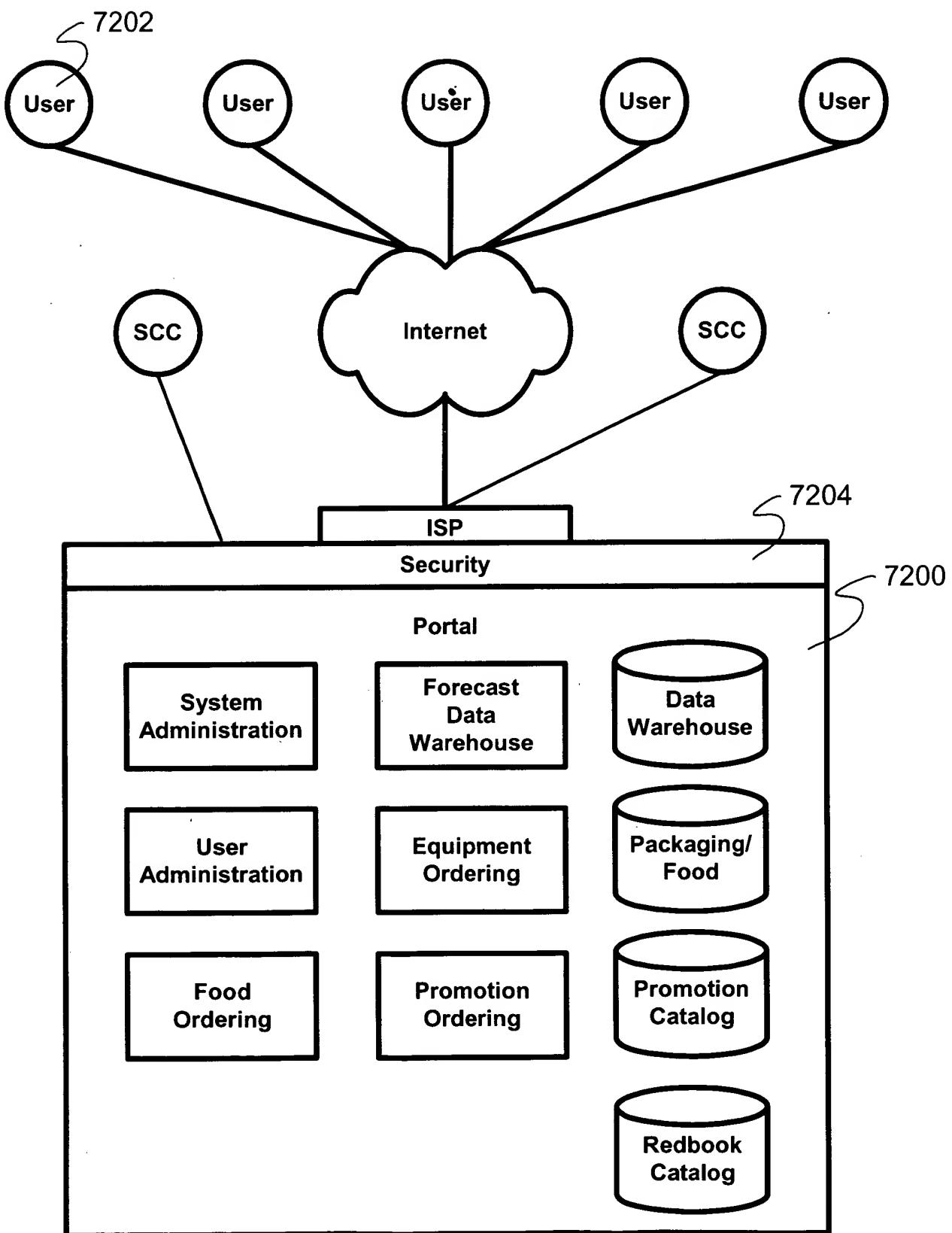


FIG. 72

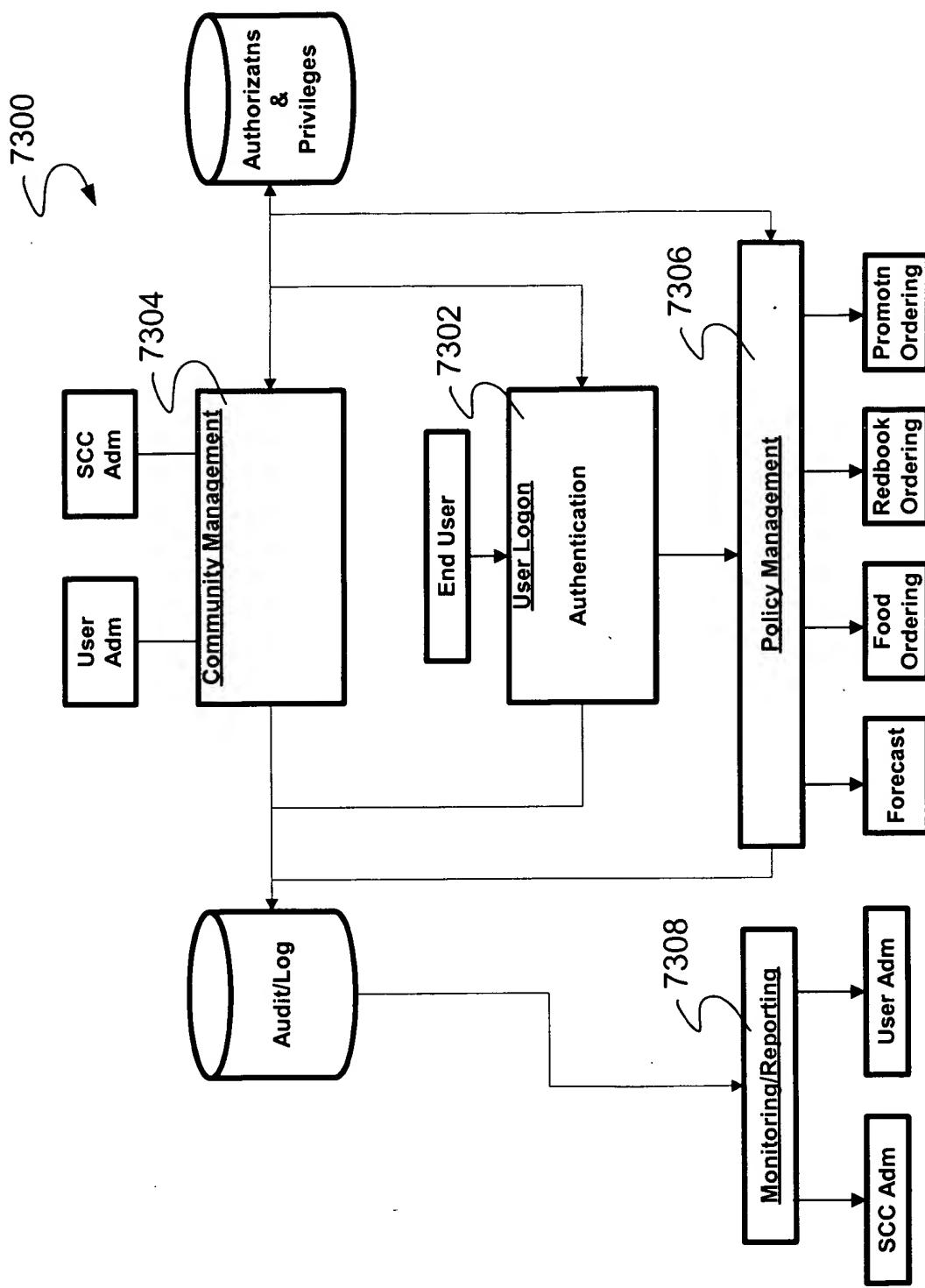
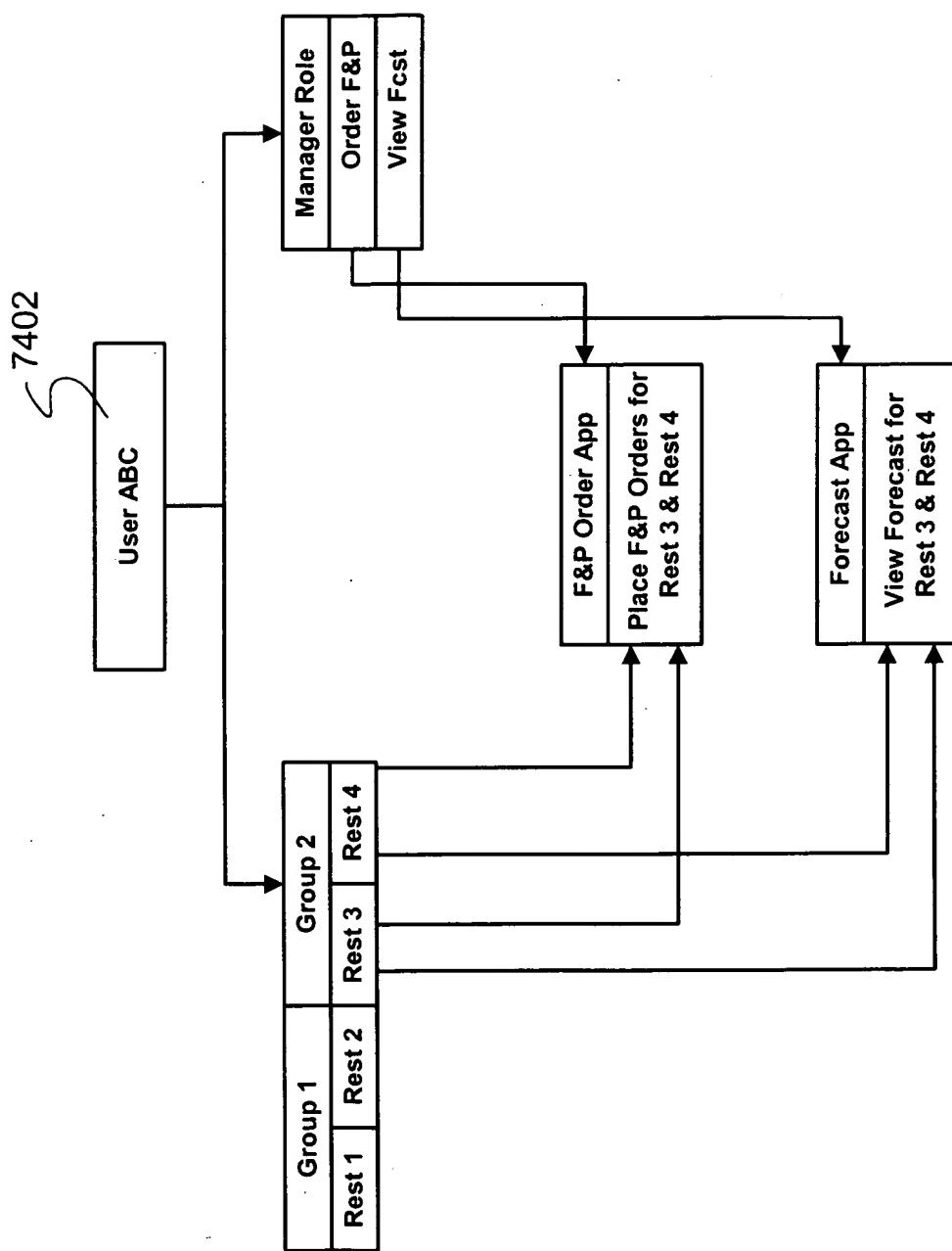


FIG. 73

FIG. 74



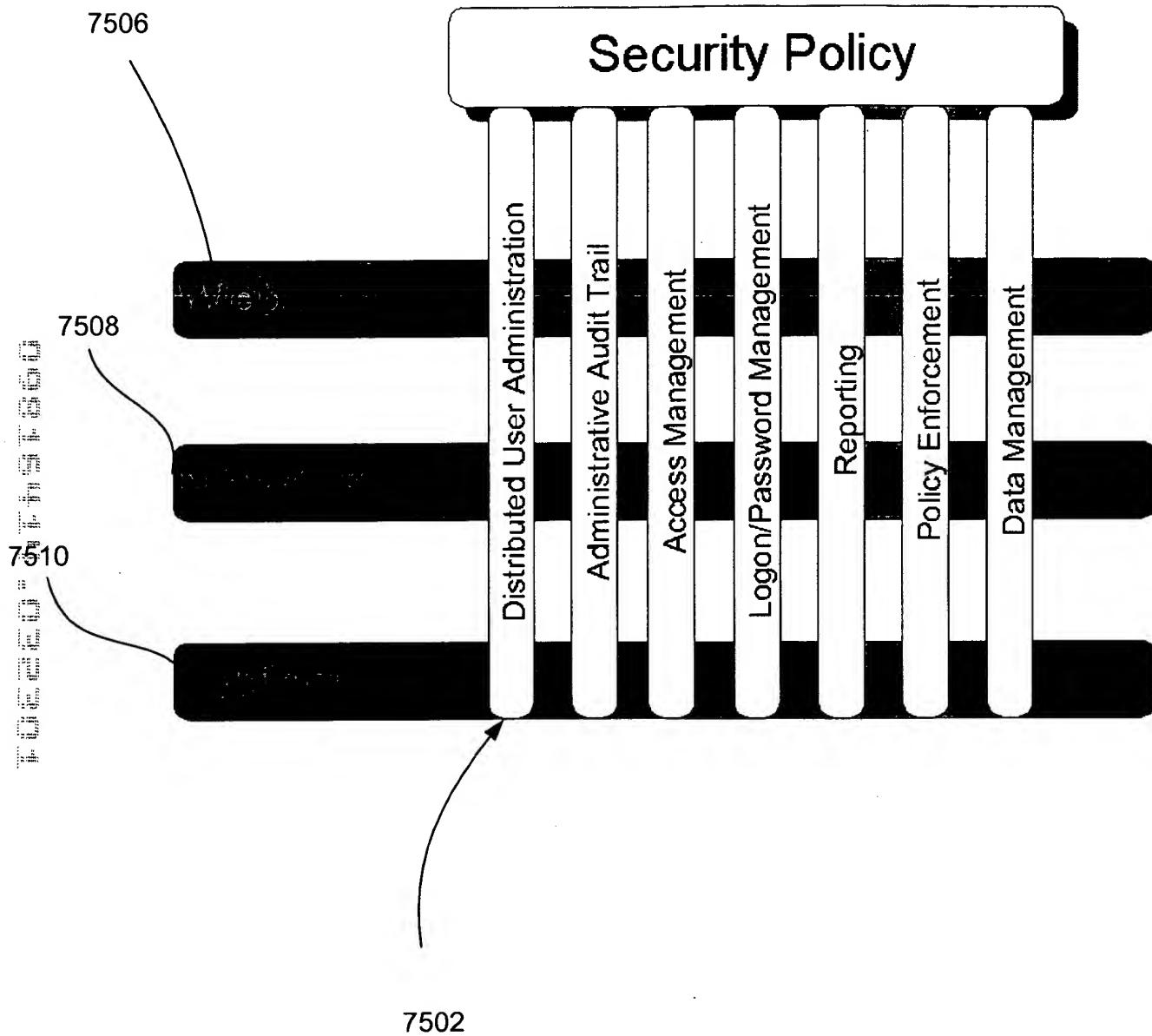


Fig. 75

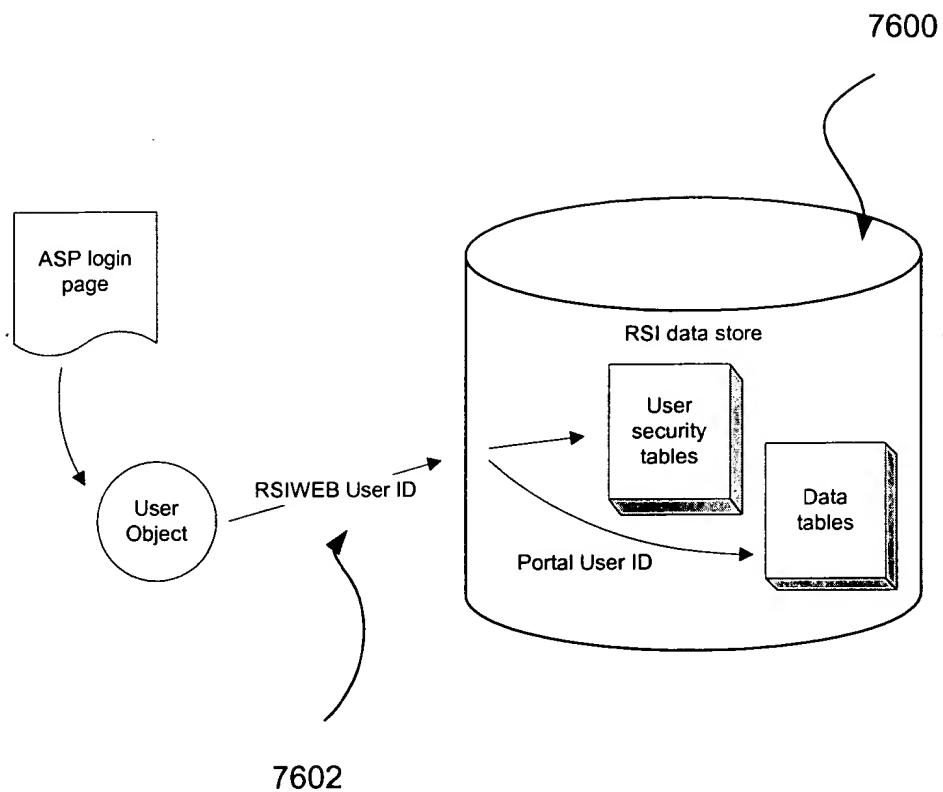


Fig. 76

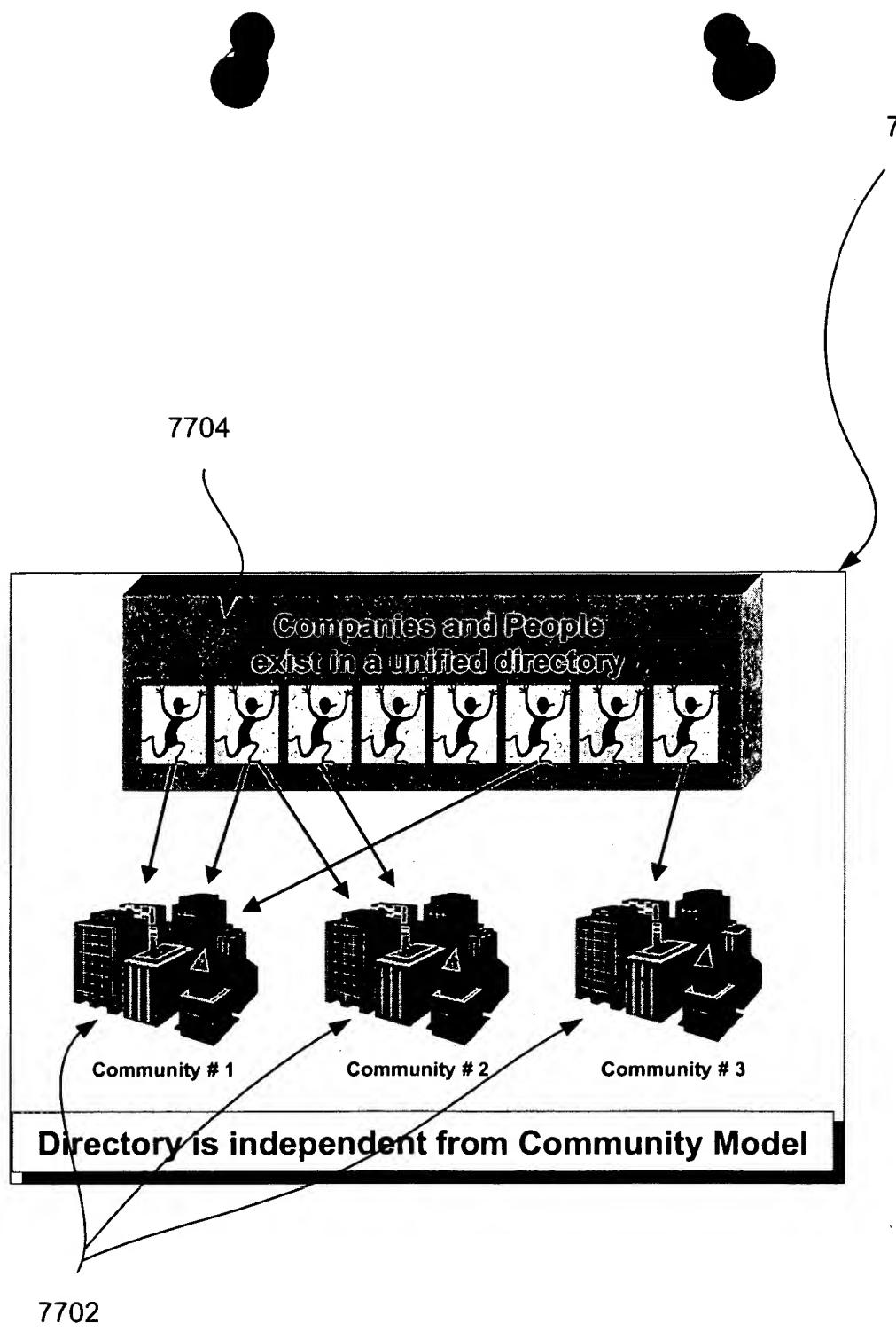


Fig. 77

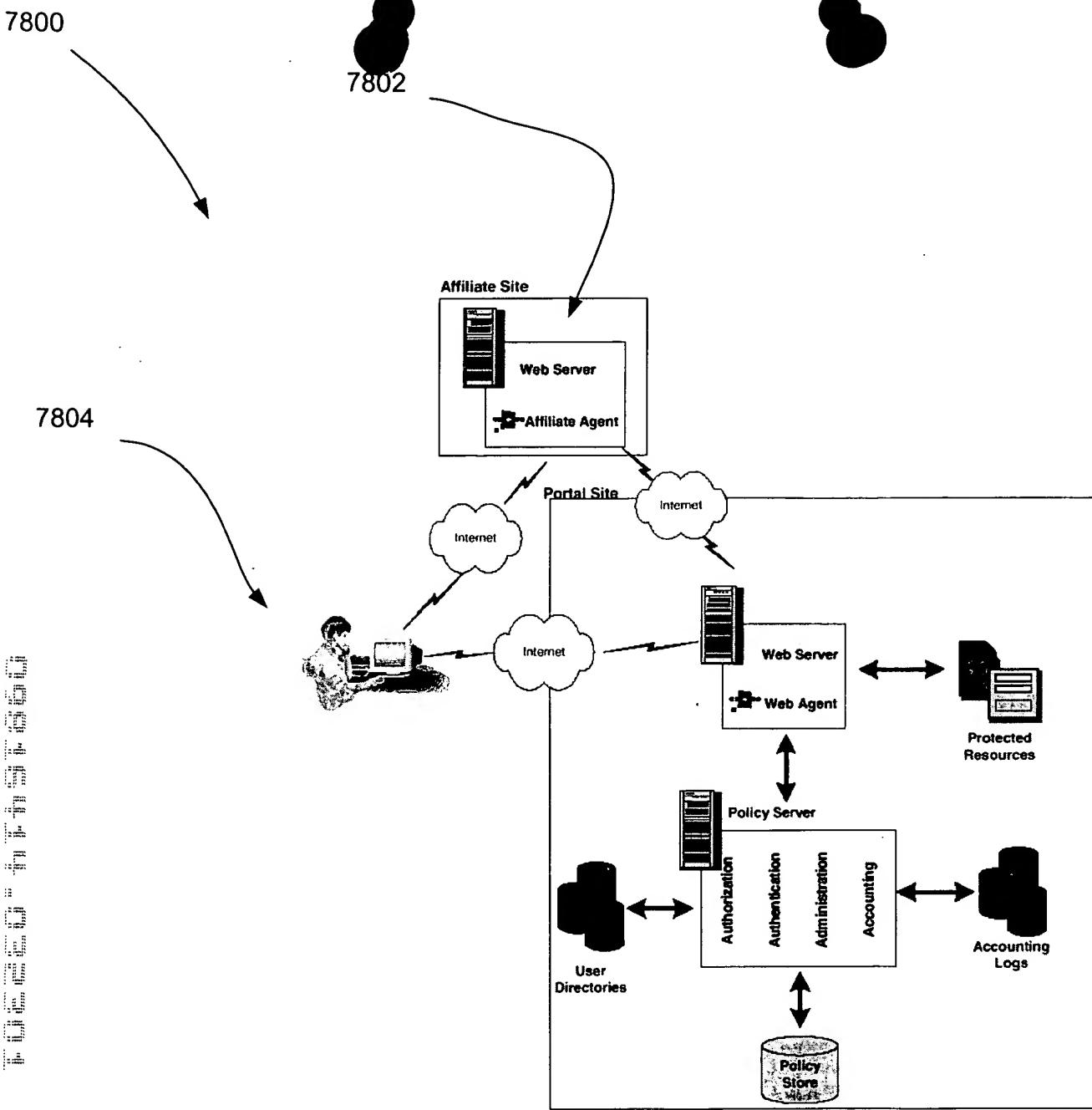
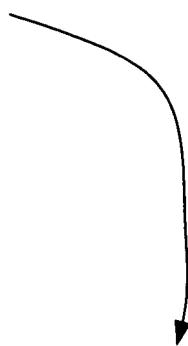


Fig. 78

7900



7902

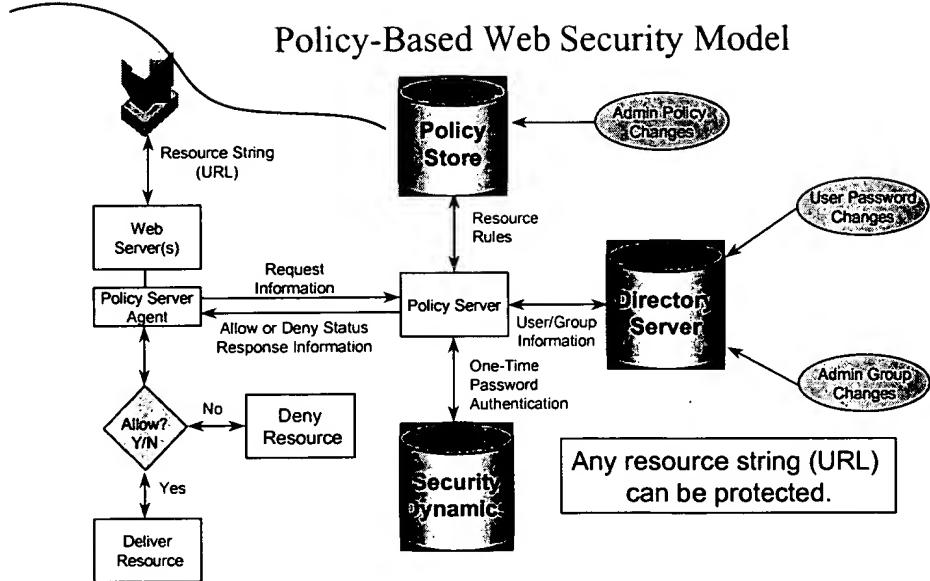


Fig. 79

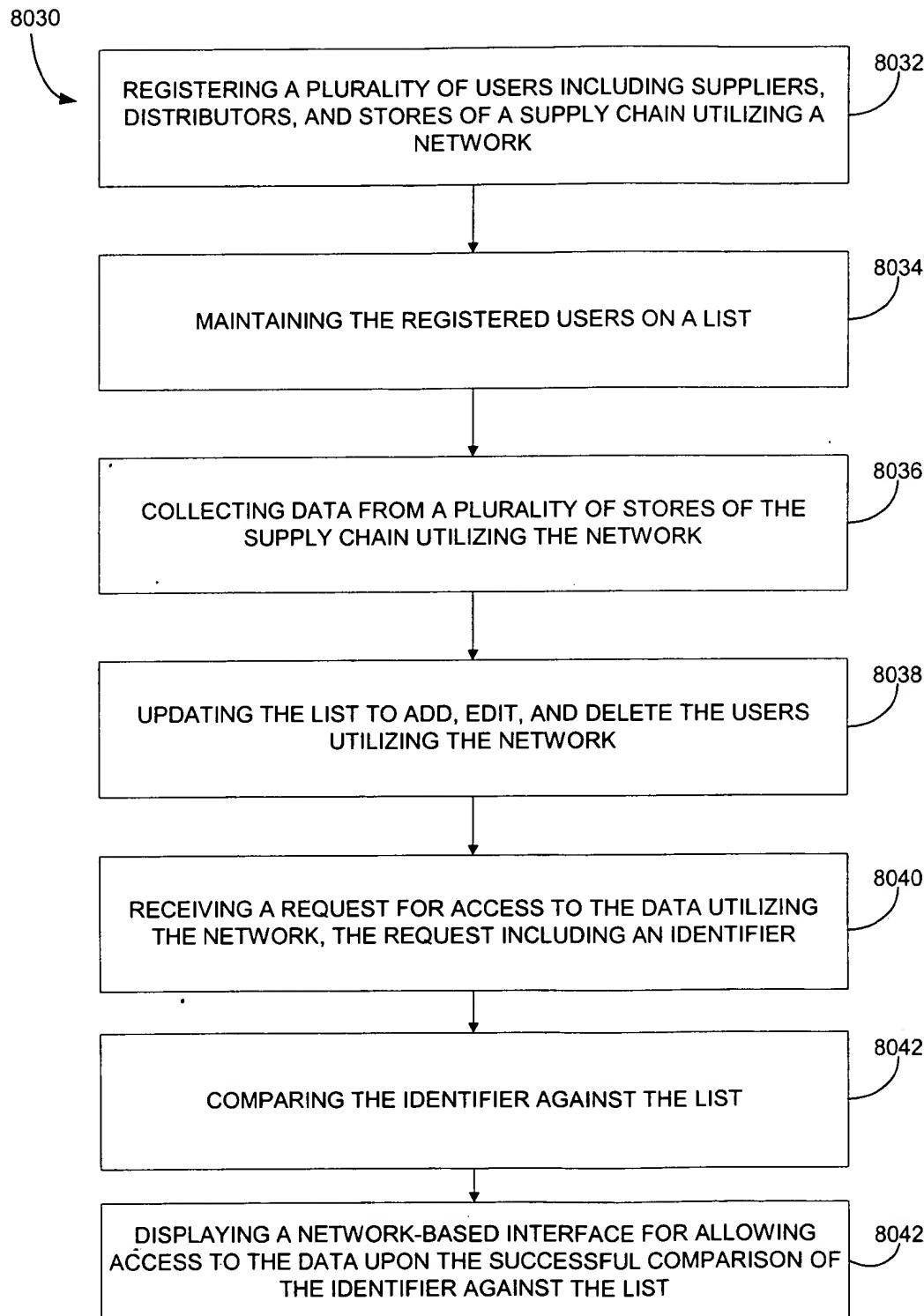


FIG. 80

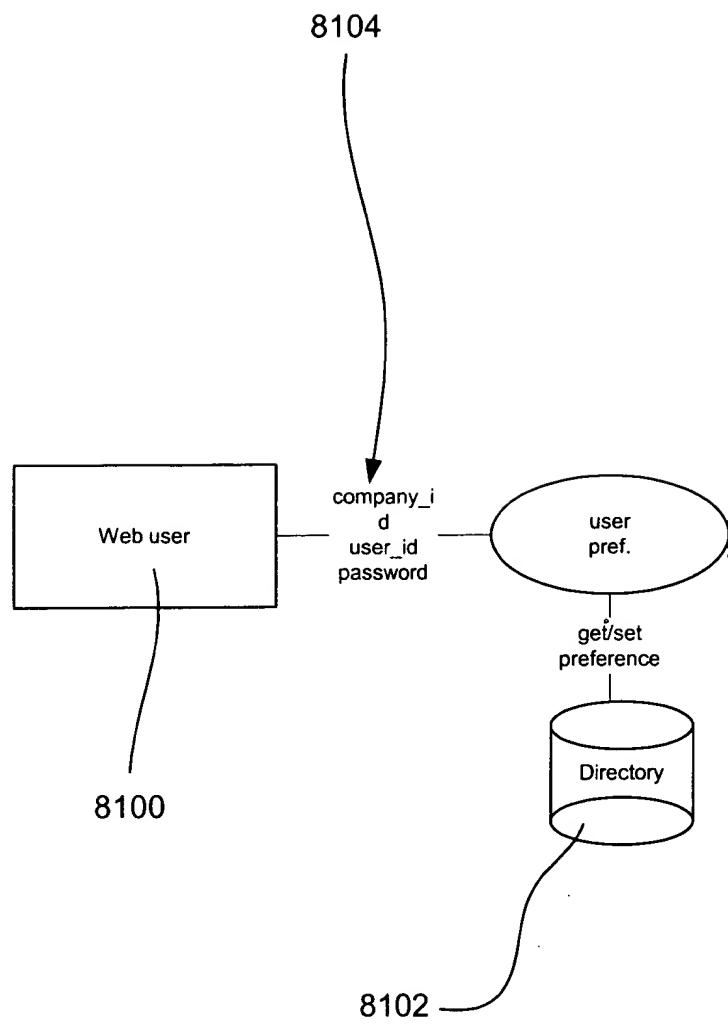


Fig. 81

8200

8202

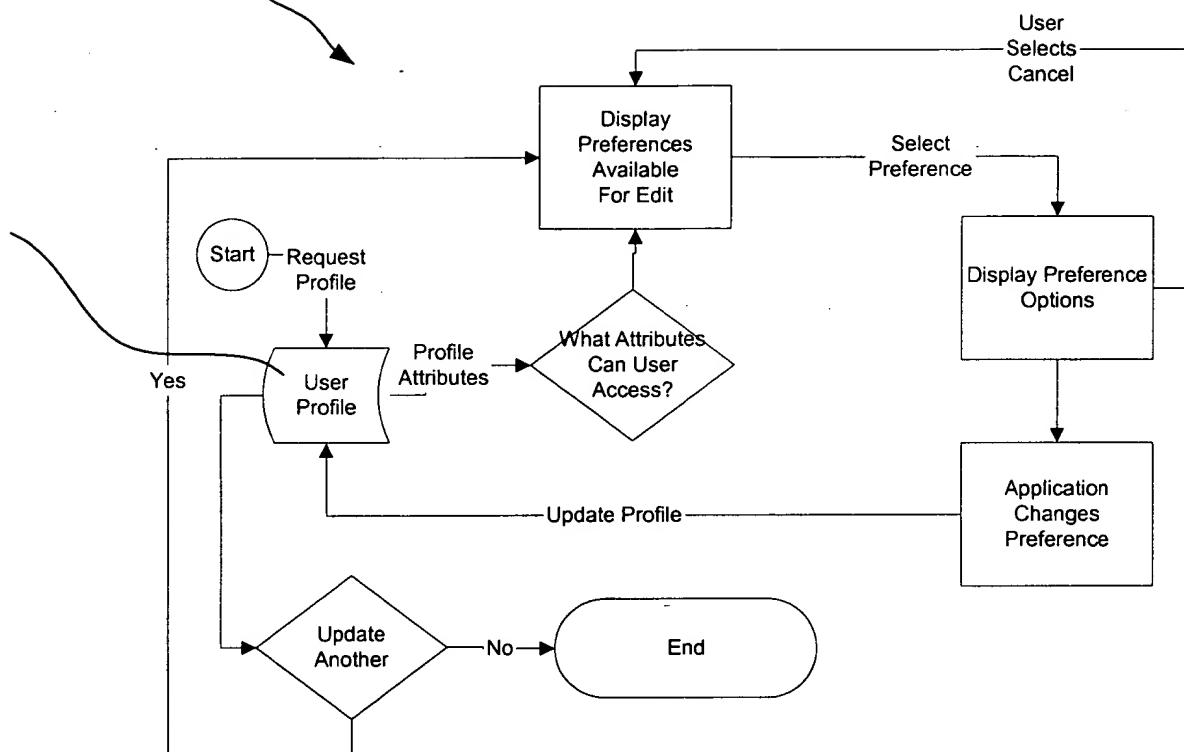


Fig. 82

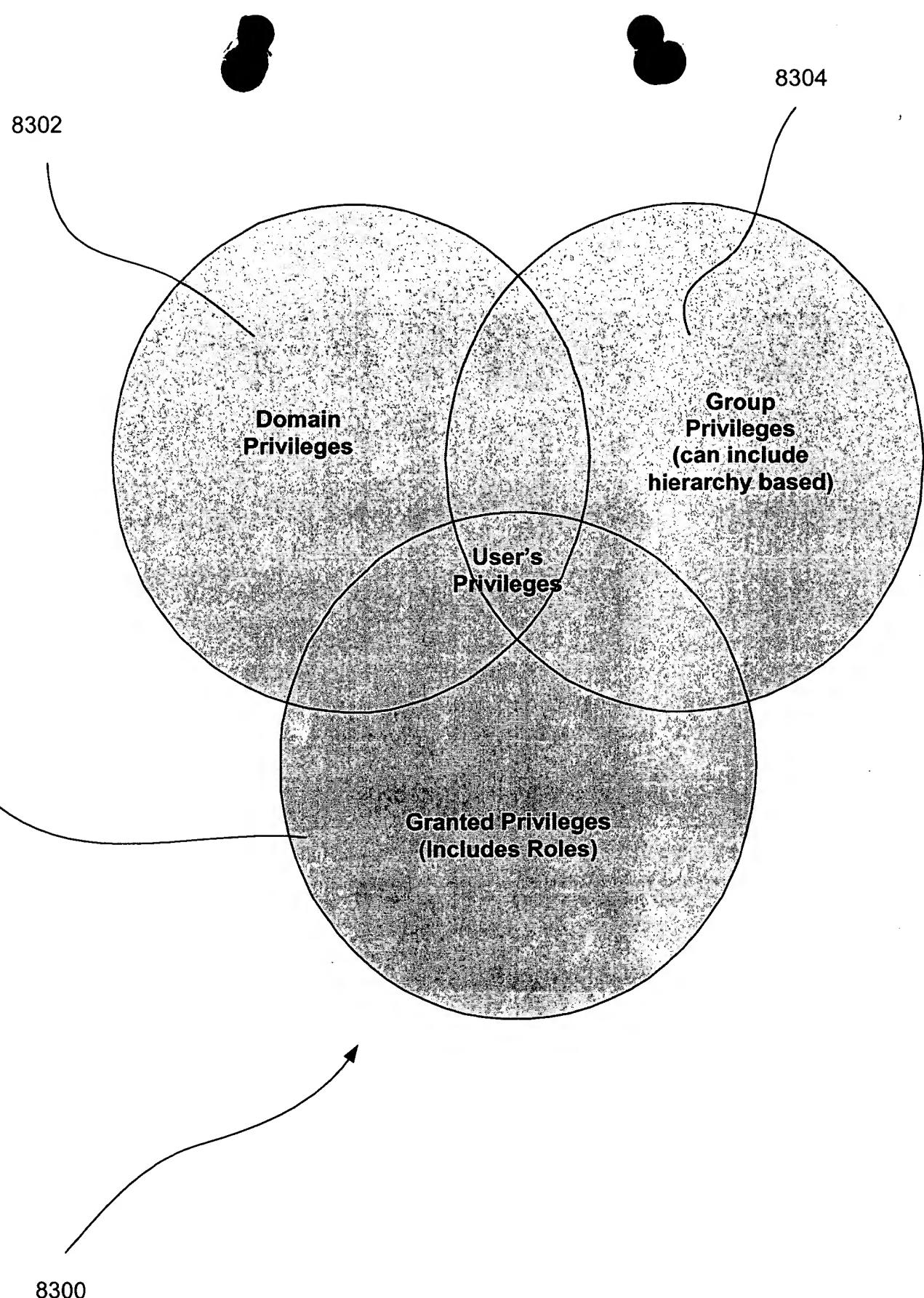


Fig. 83

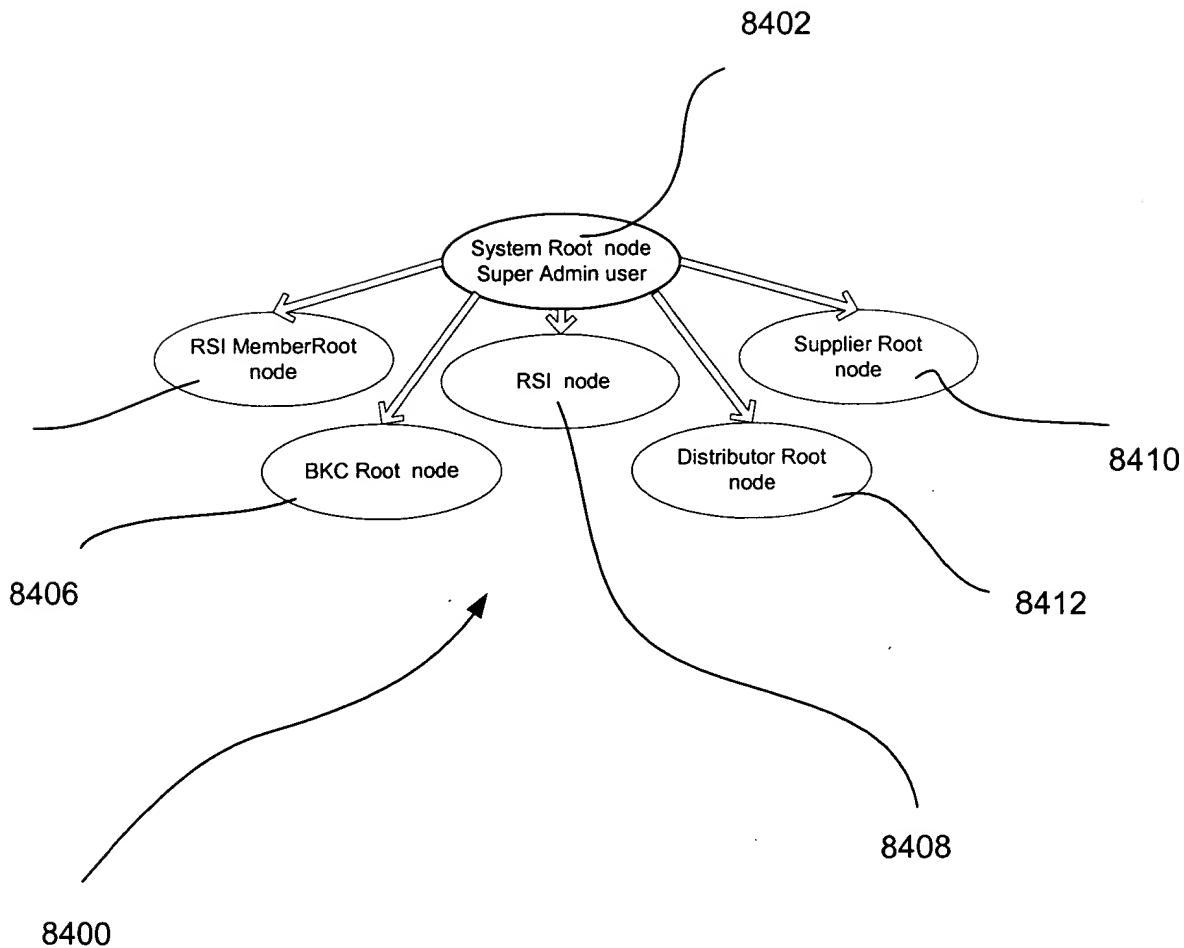


Fig. 84

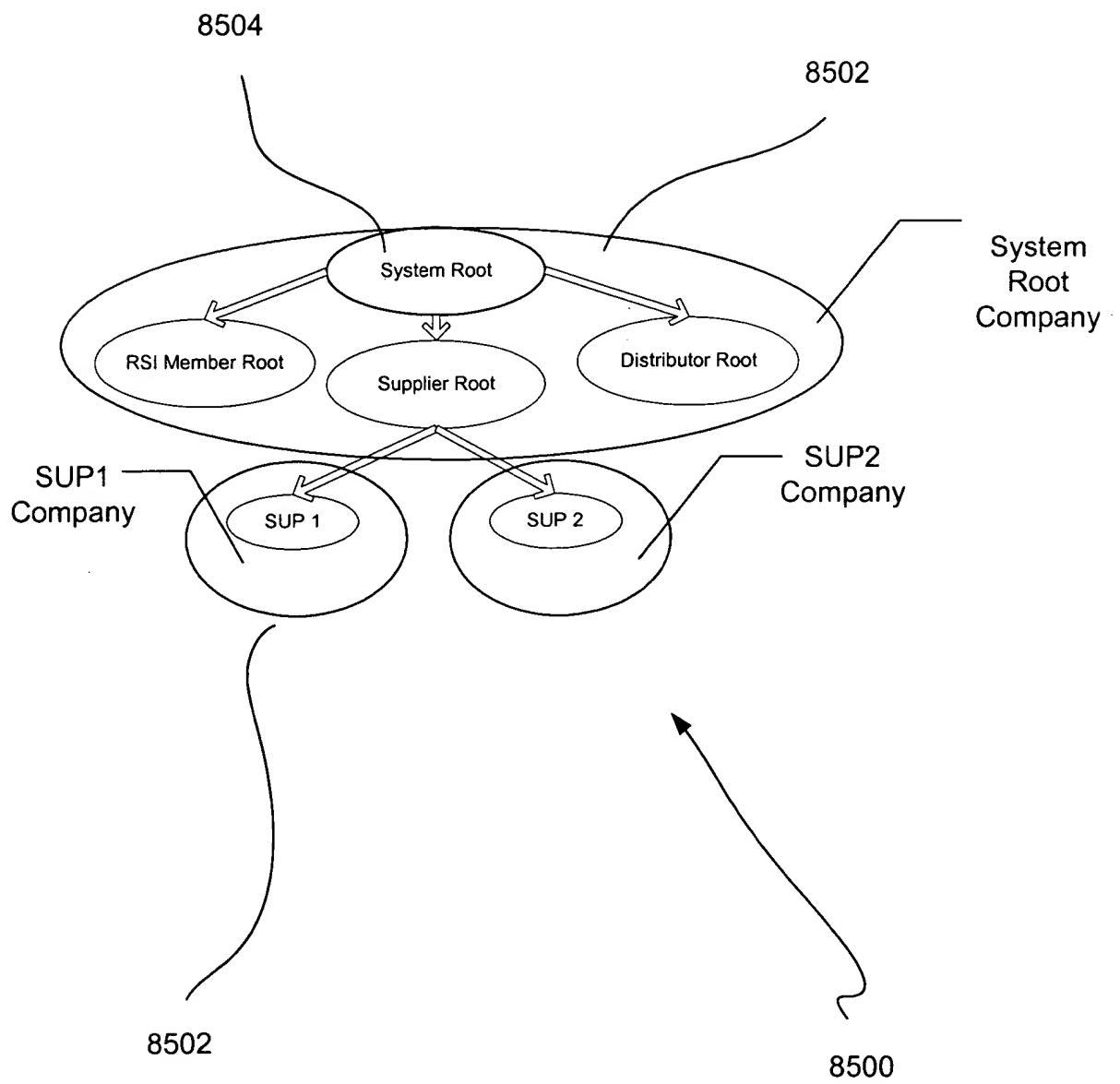


Fig. 85

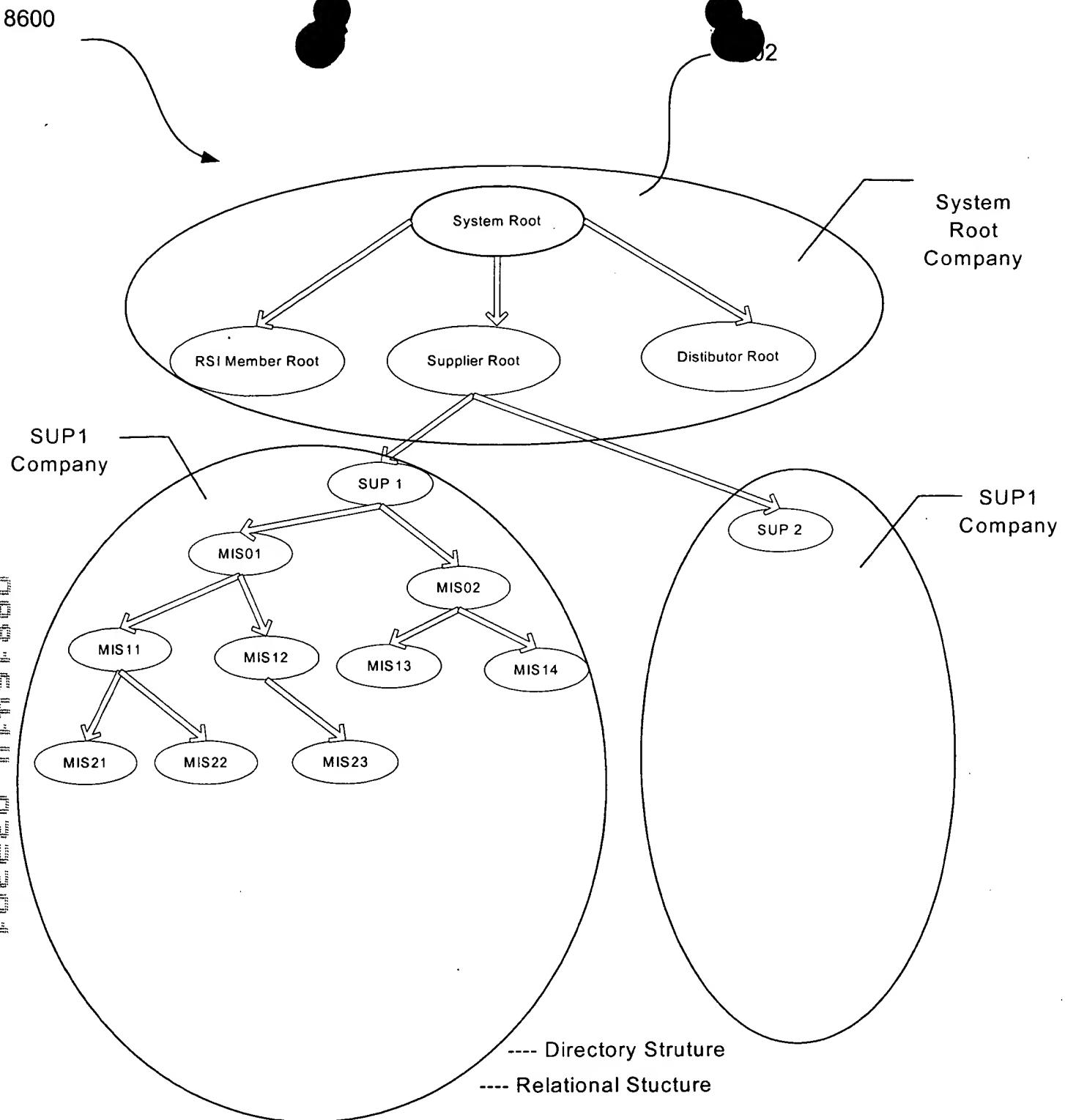


Fig. 86

8700

Group Hierarchy Management: Data Flow

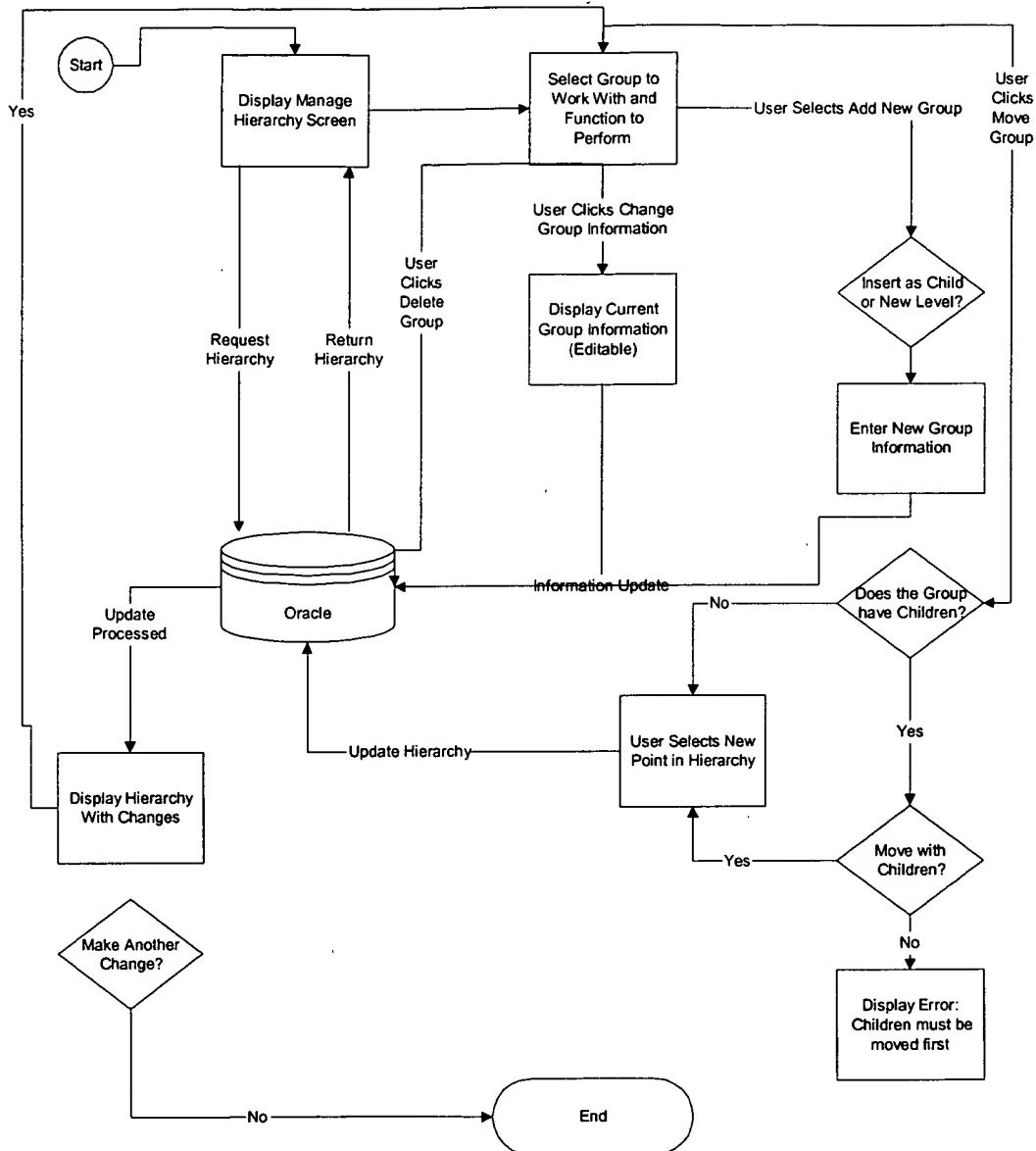


Fig. 87

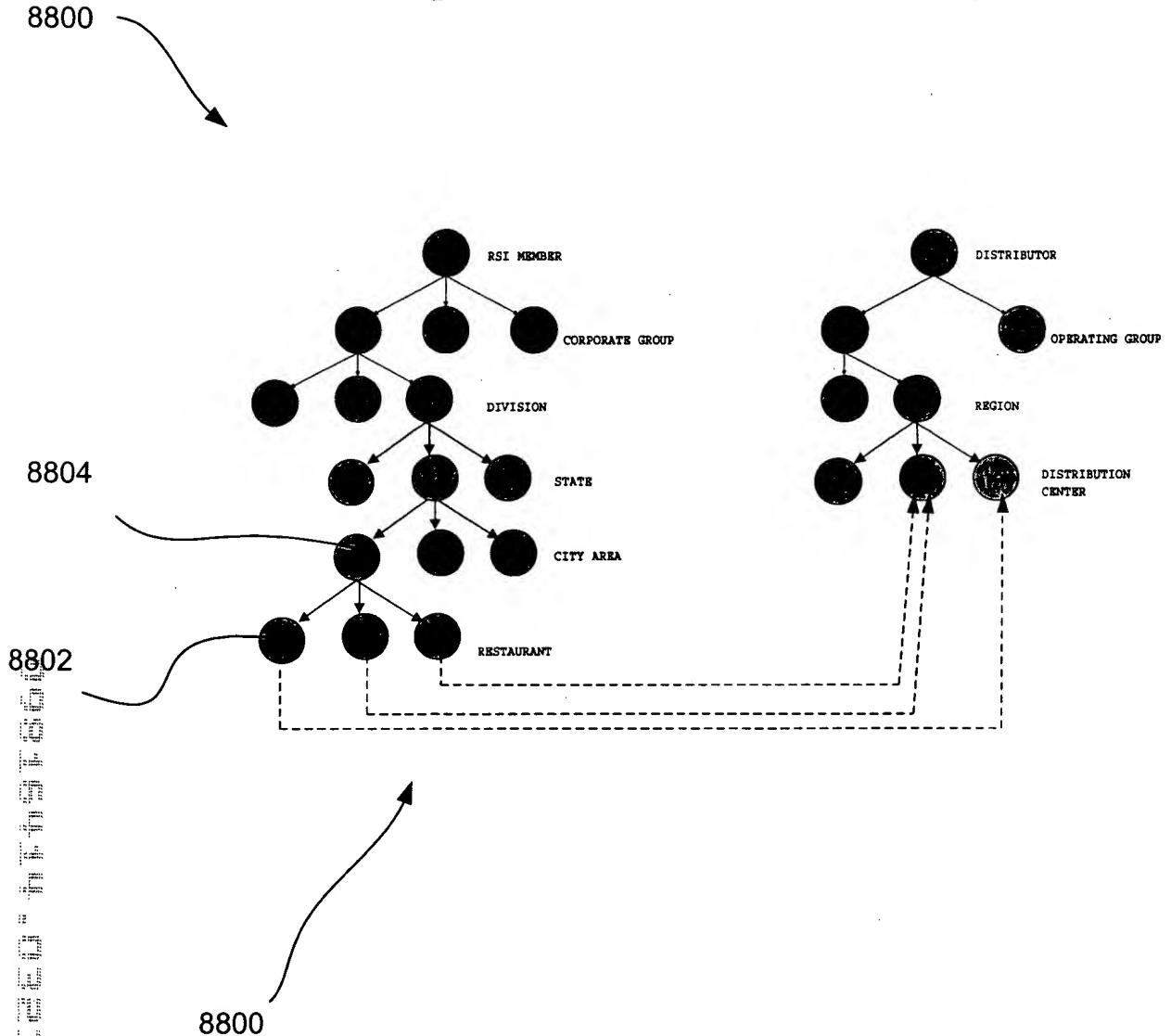


Fig. 88

8902

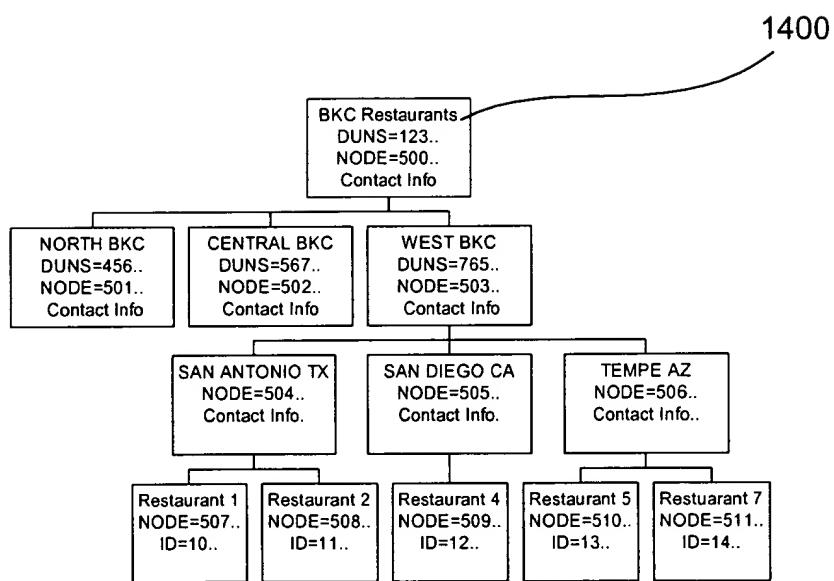


Fig. 89

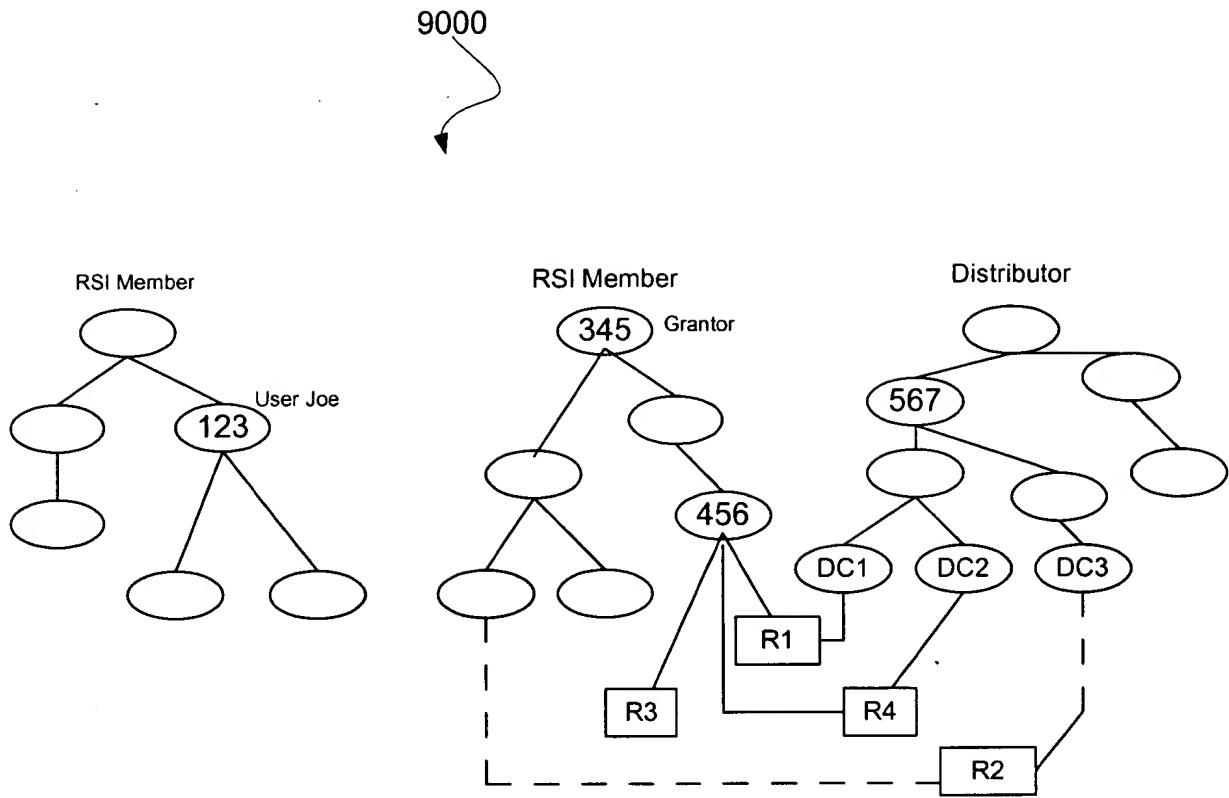


FIG. 90

9100

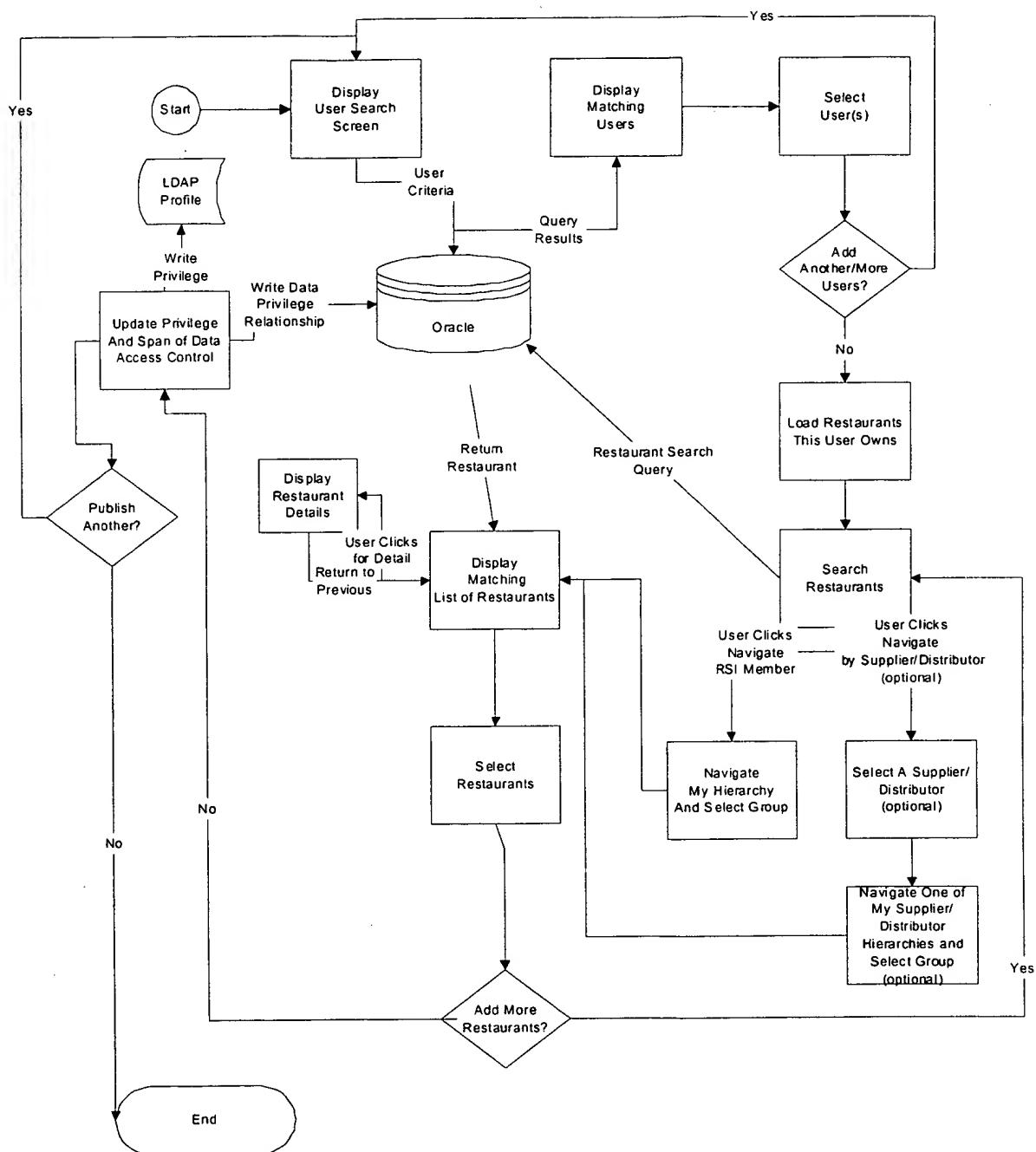


Fig. 91

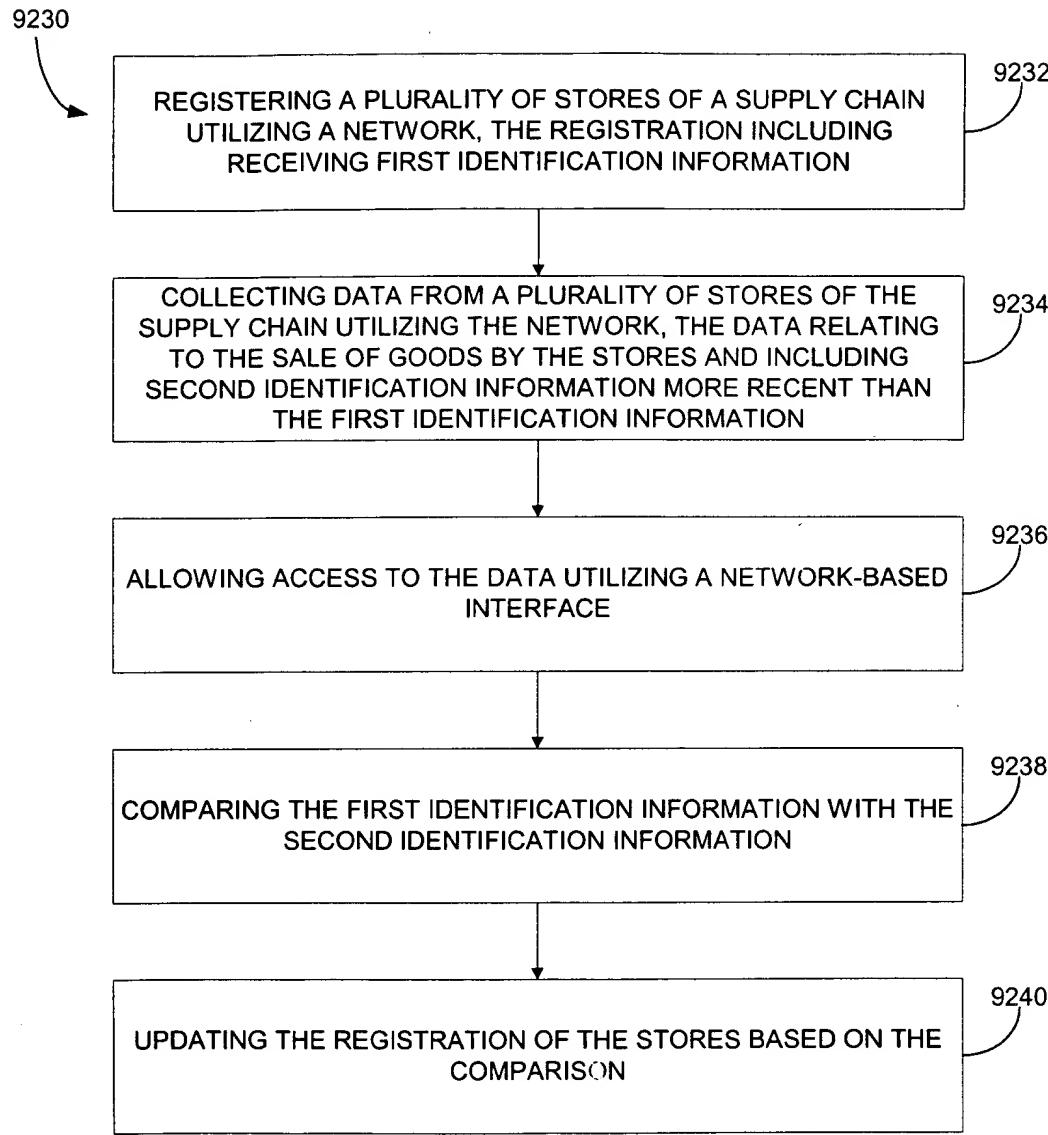


FIG. 92

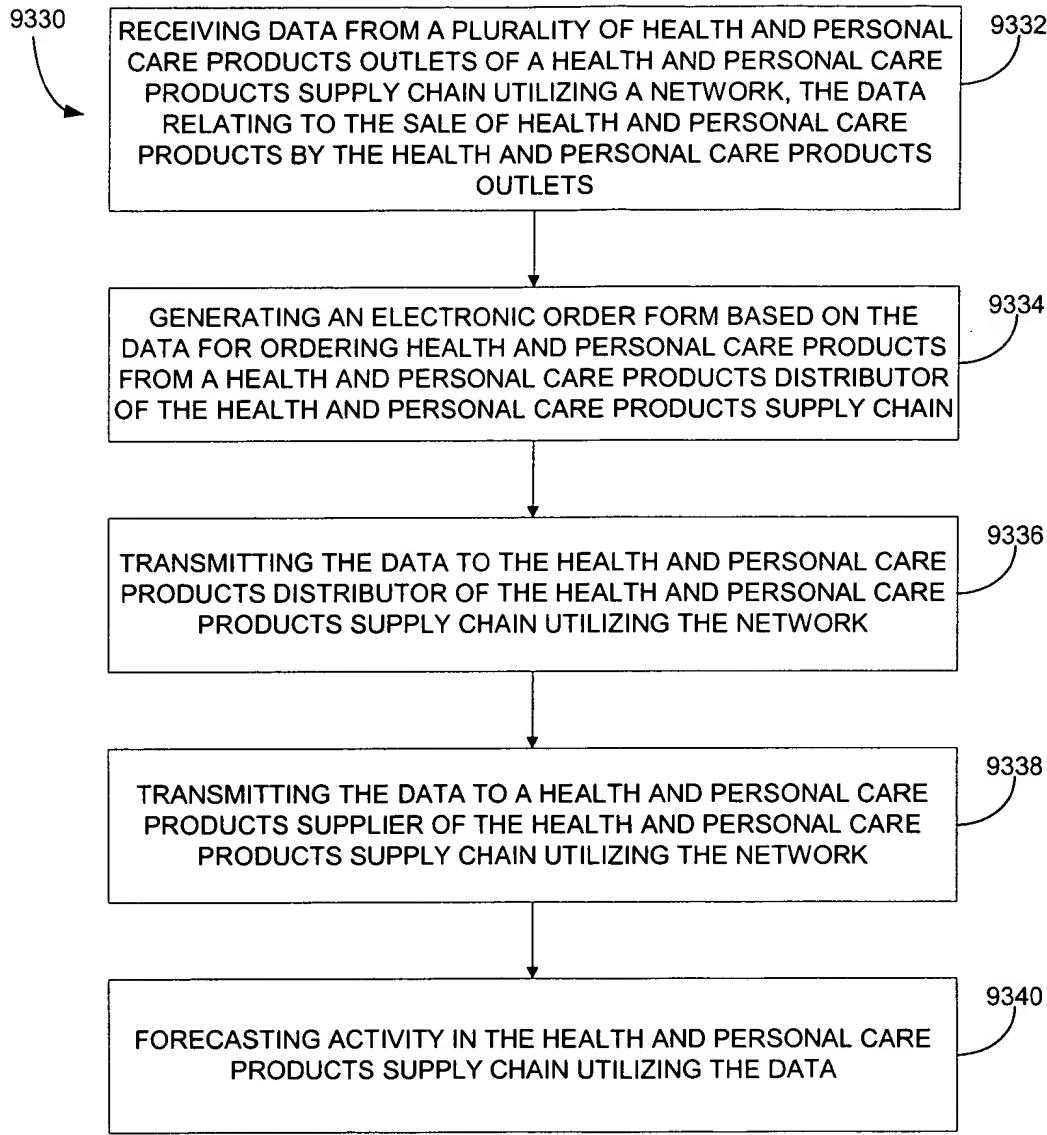


FIG. 93

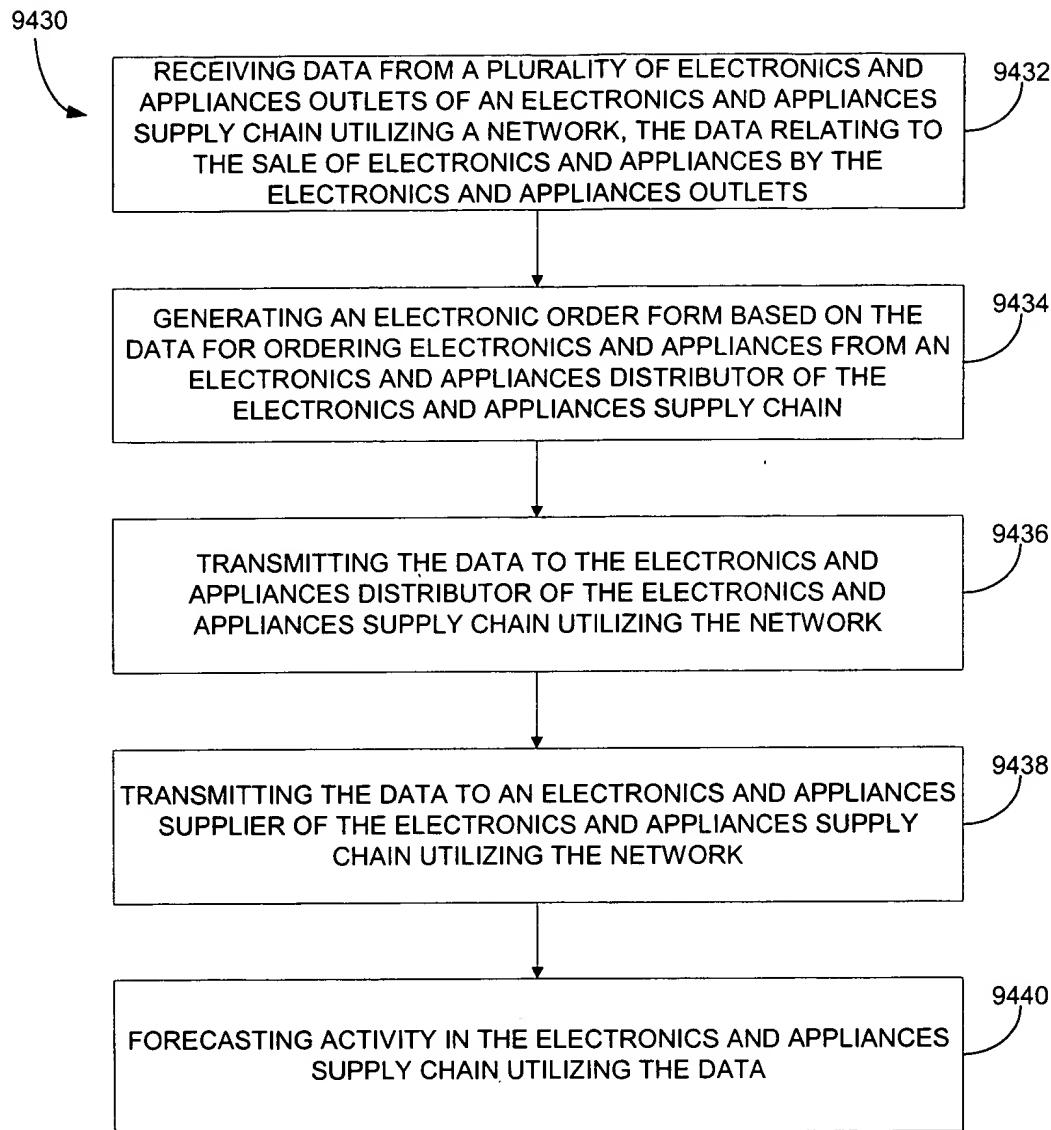


FIG. 94

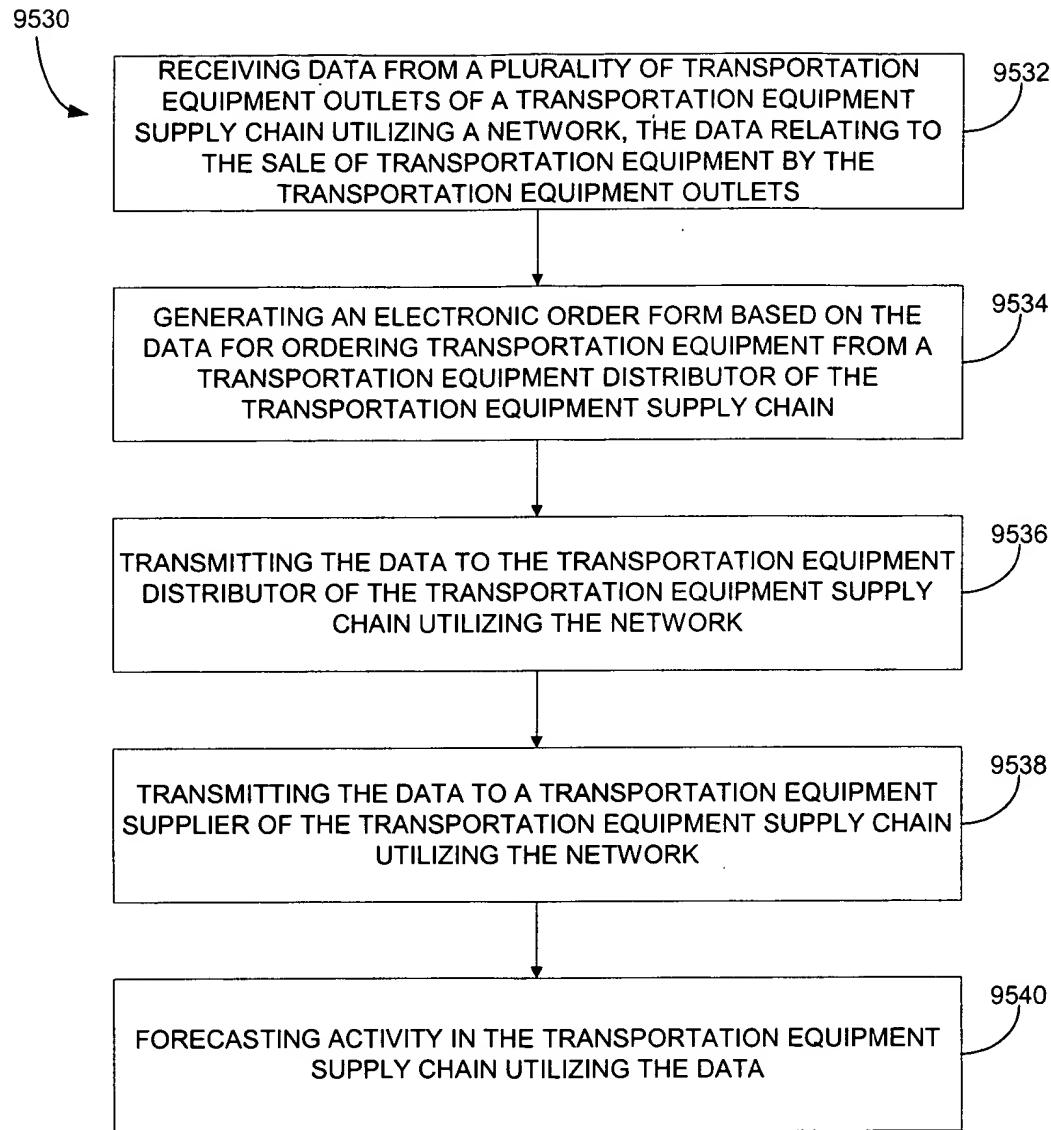


FIG. 95

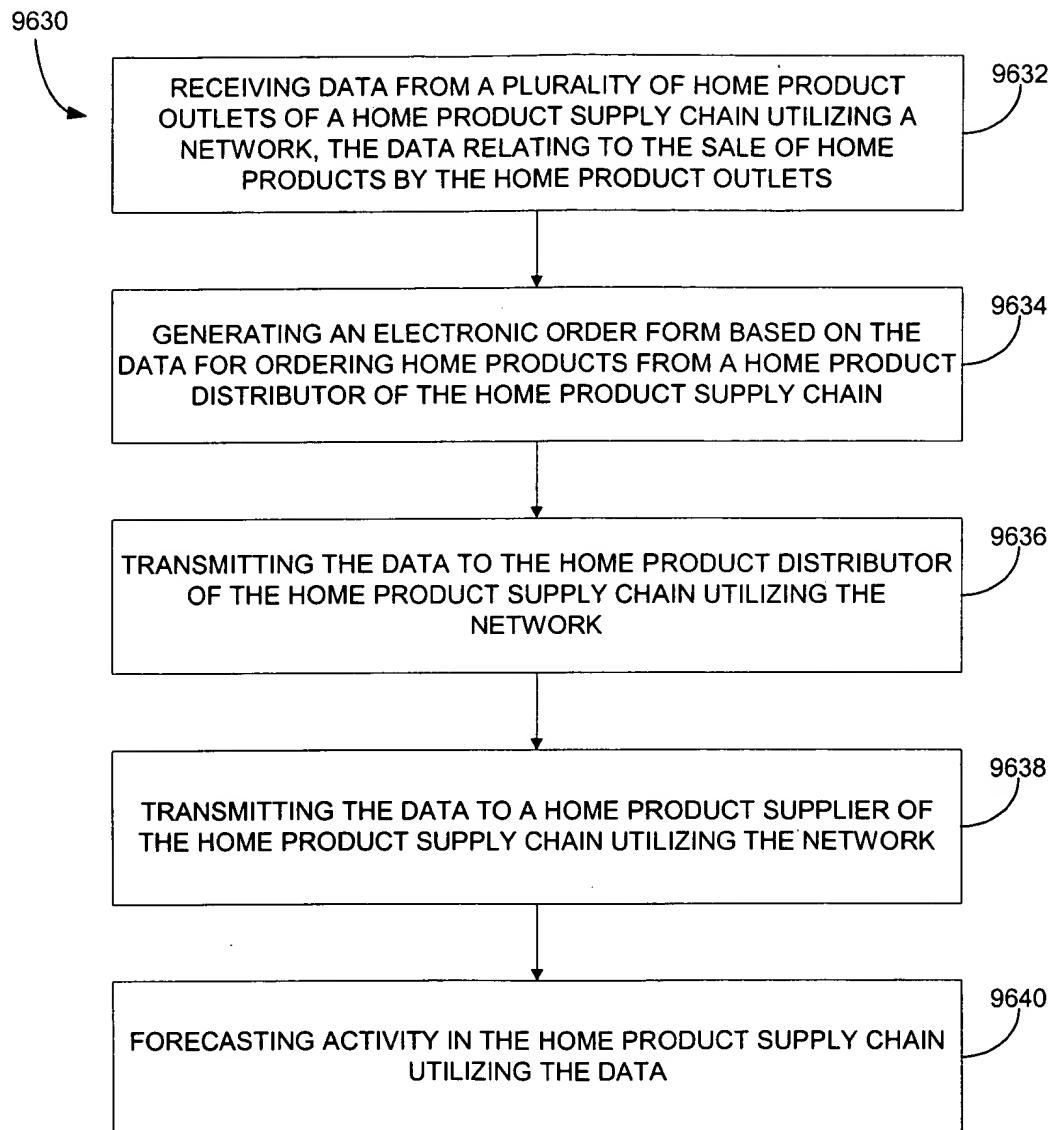


FIG. 96

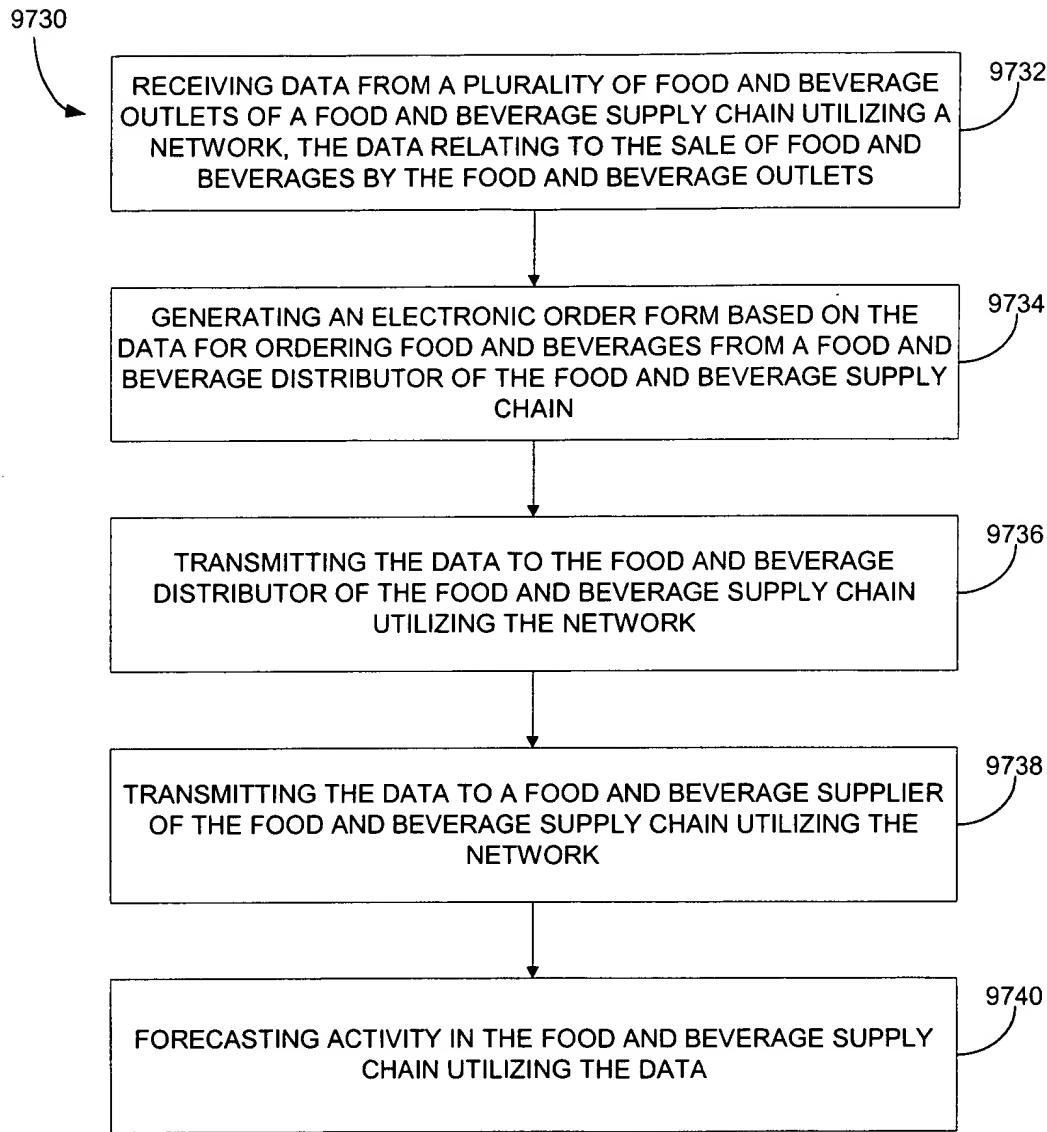


FIG. 97

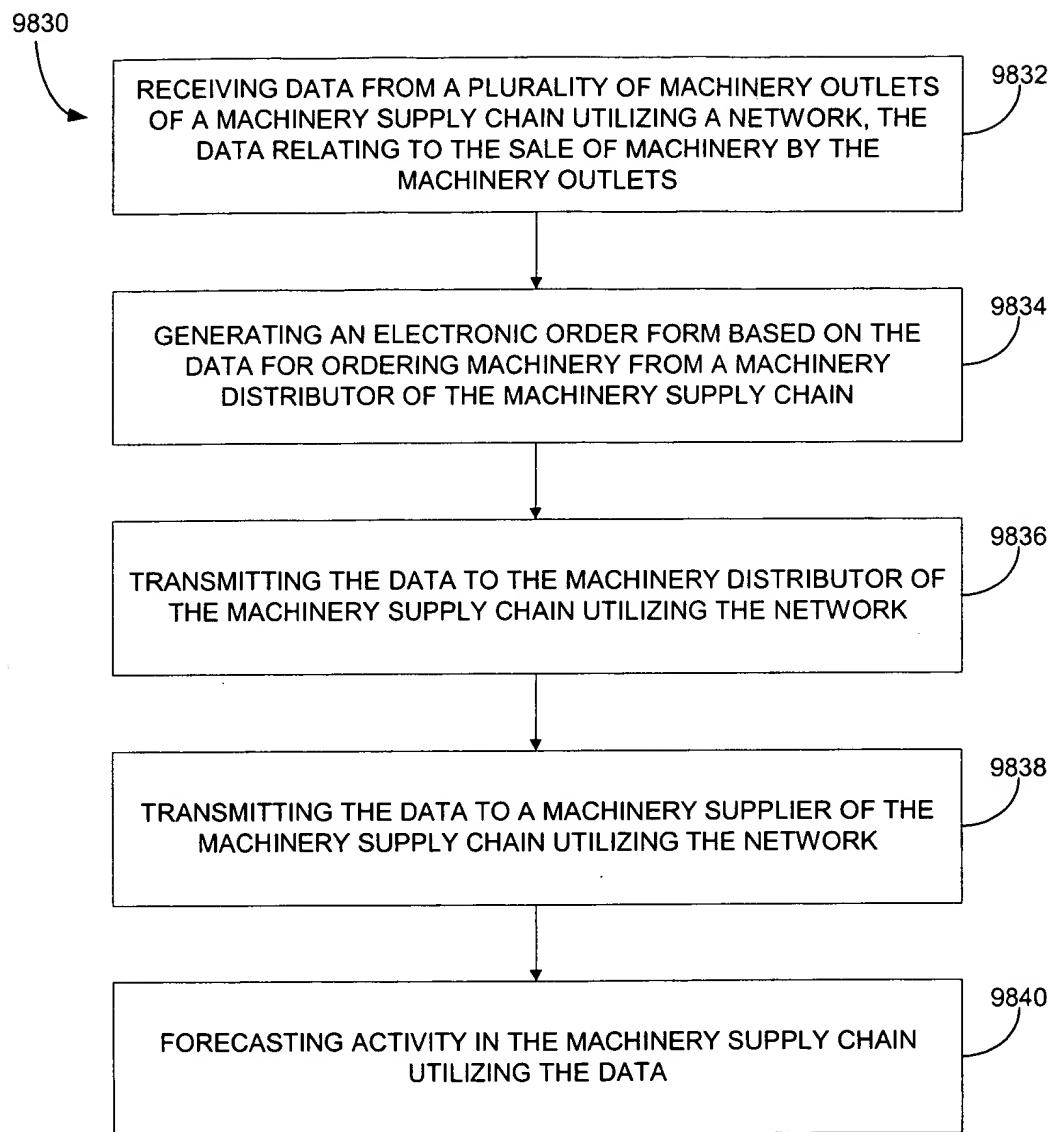


FIG. 98

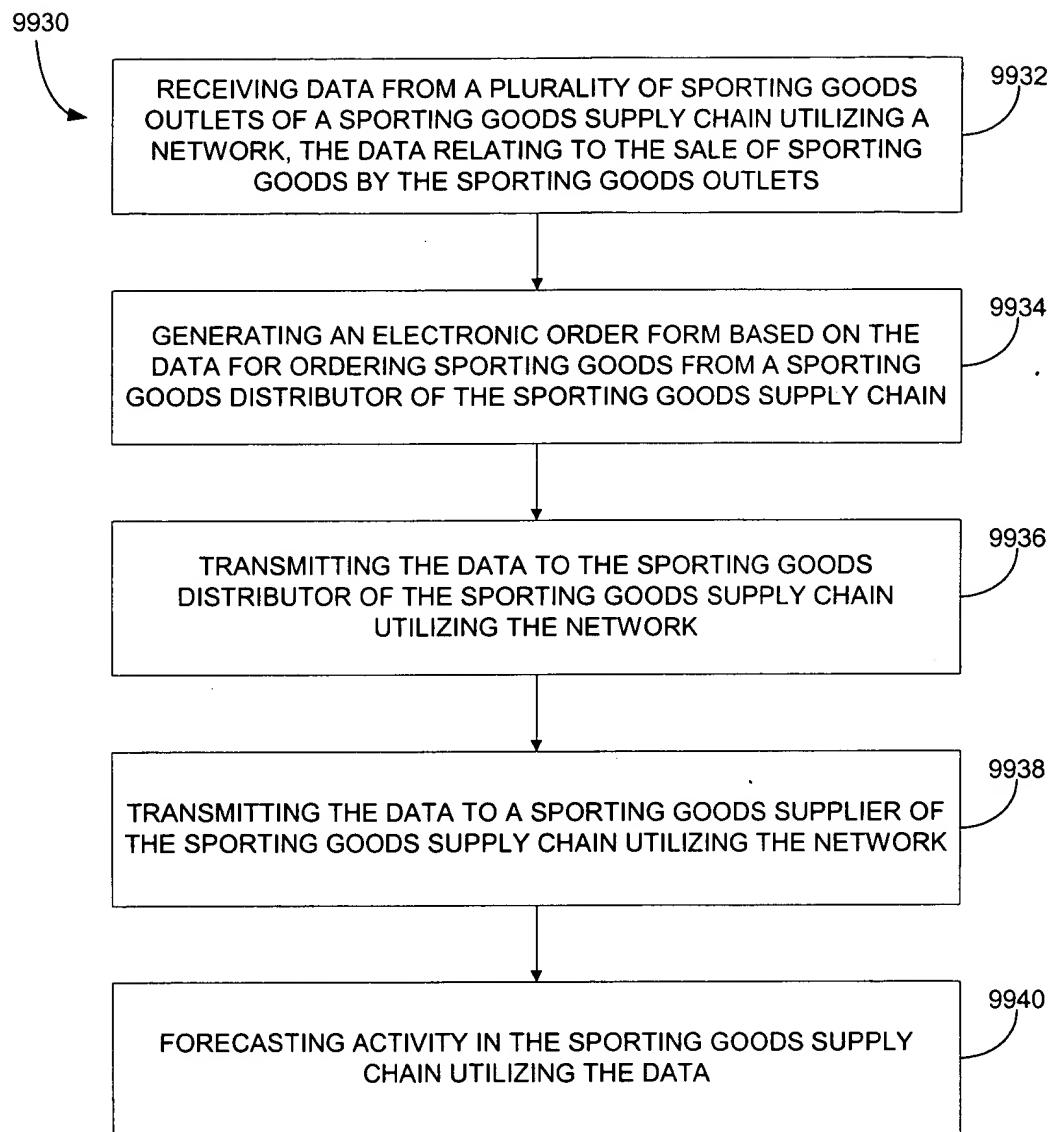


FIG. 99

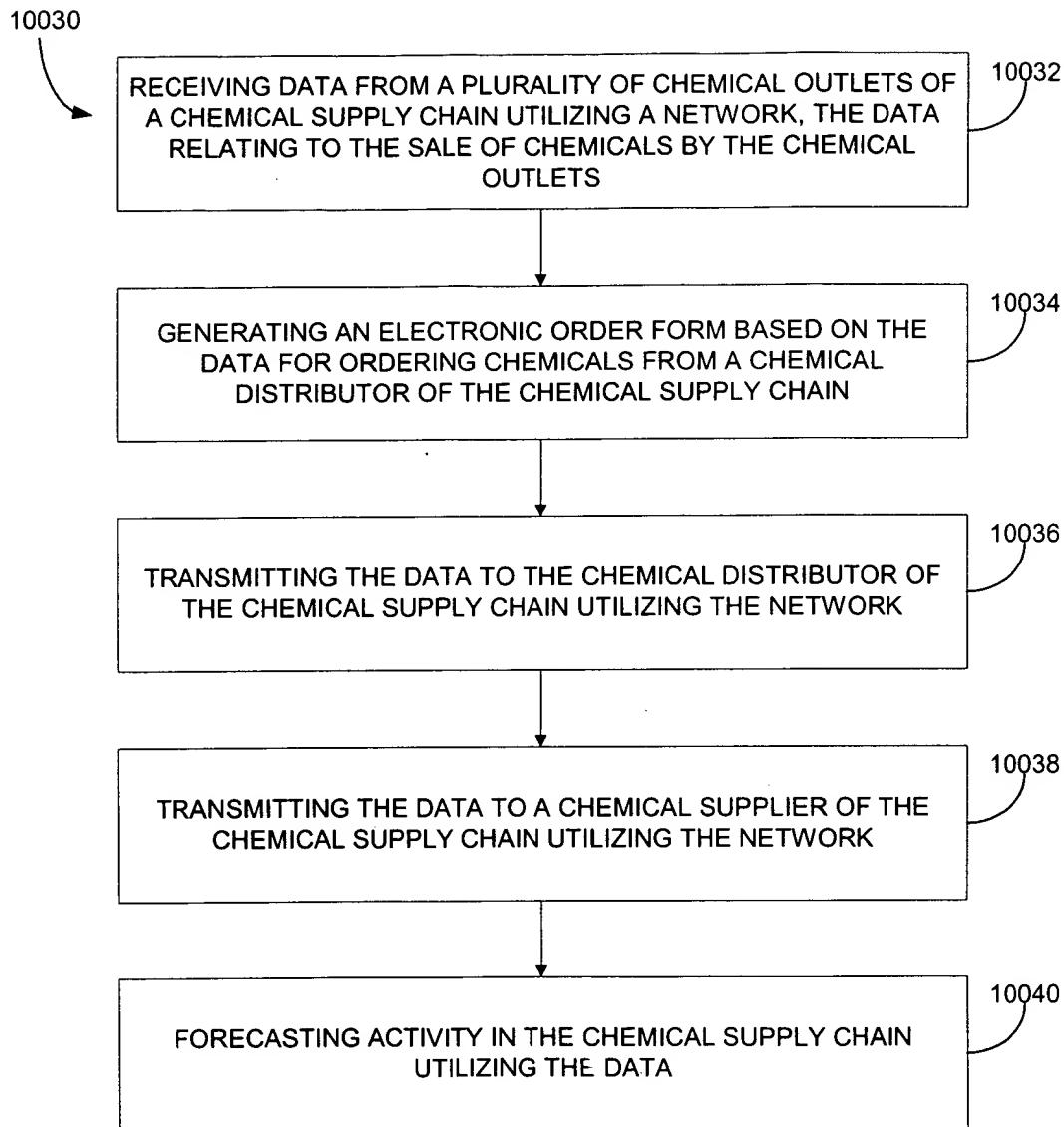


FIG. 100

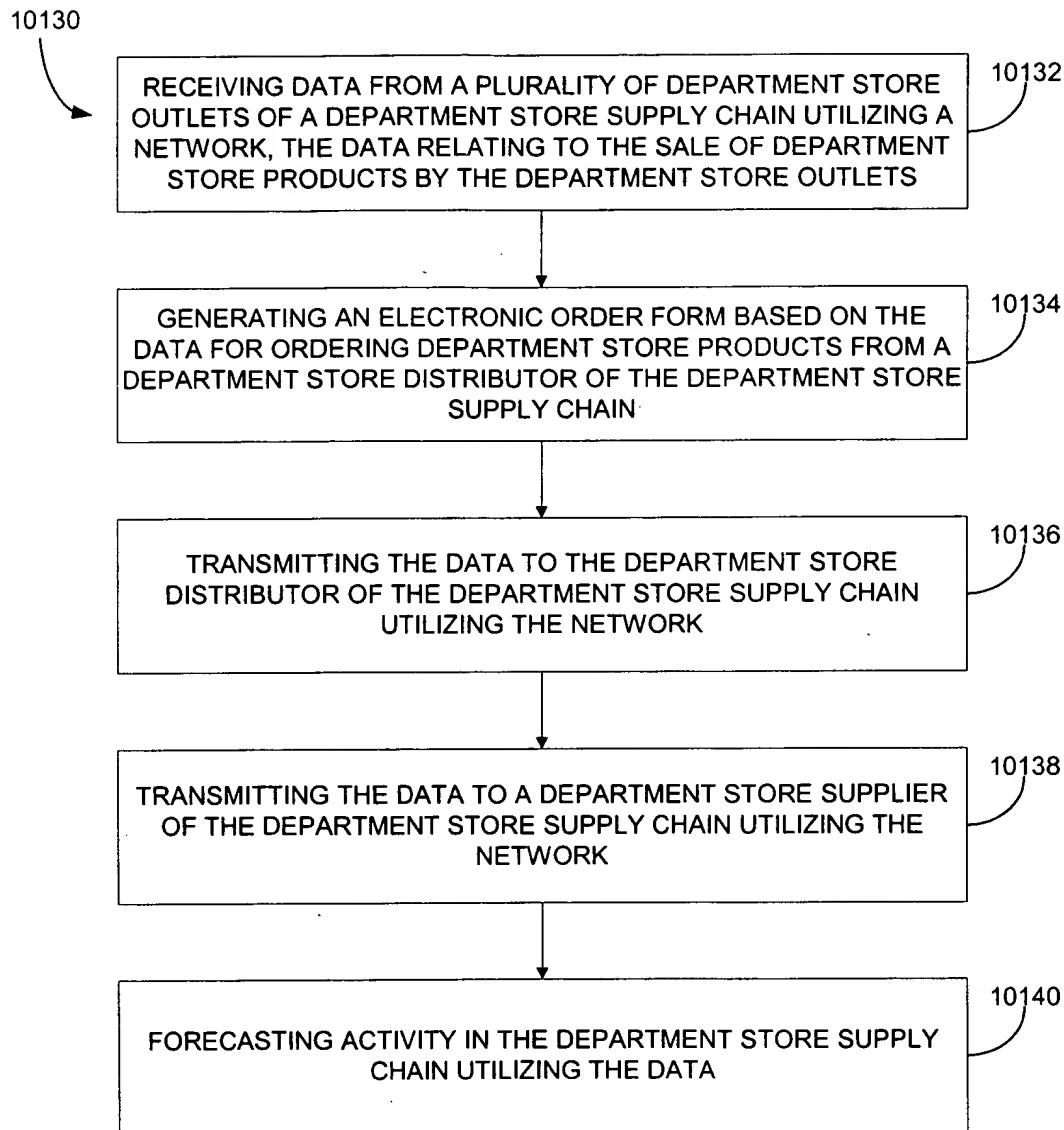


FIG. 101

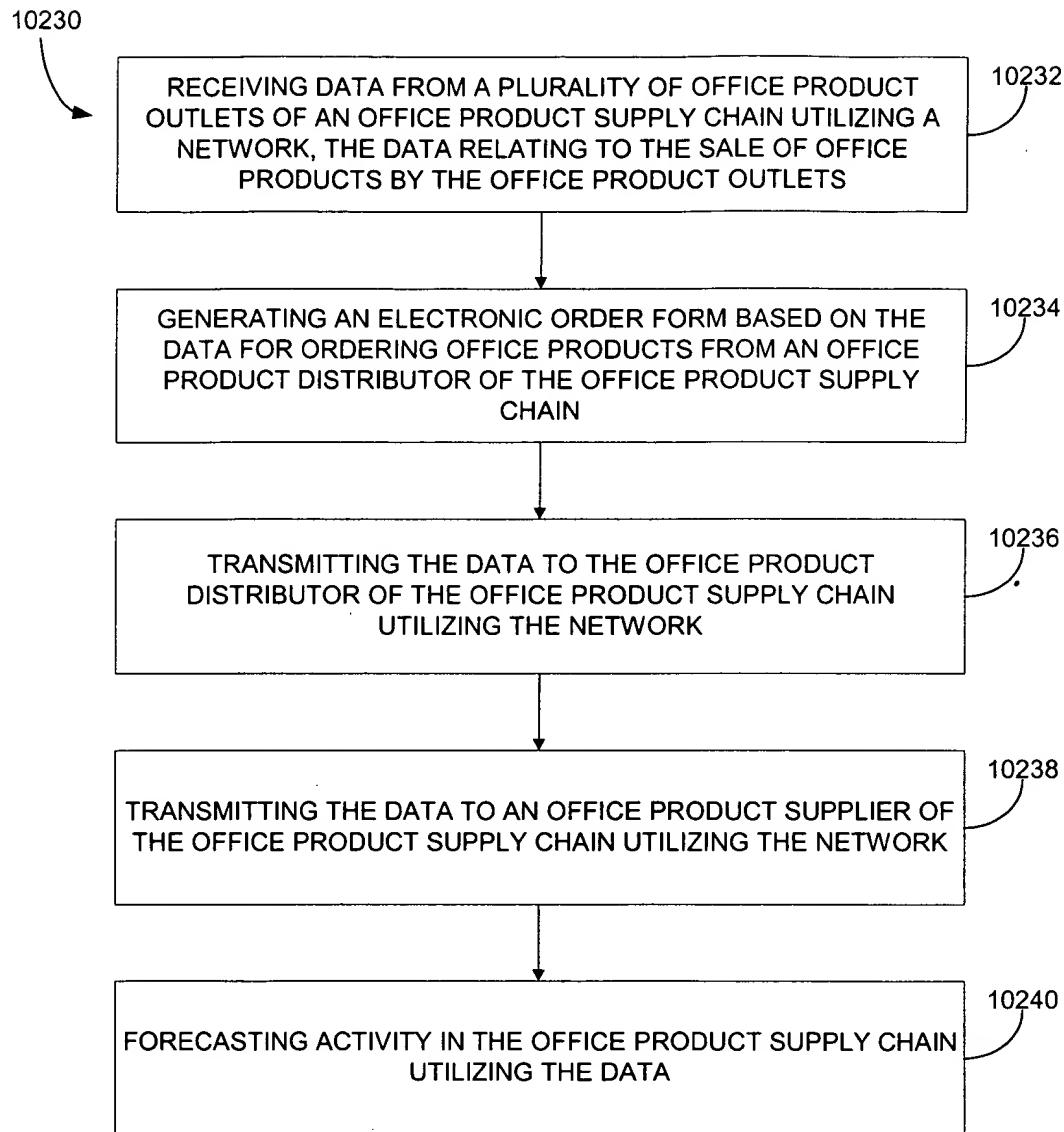


FIG. 102A

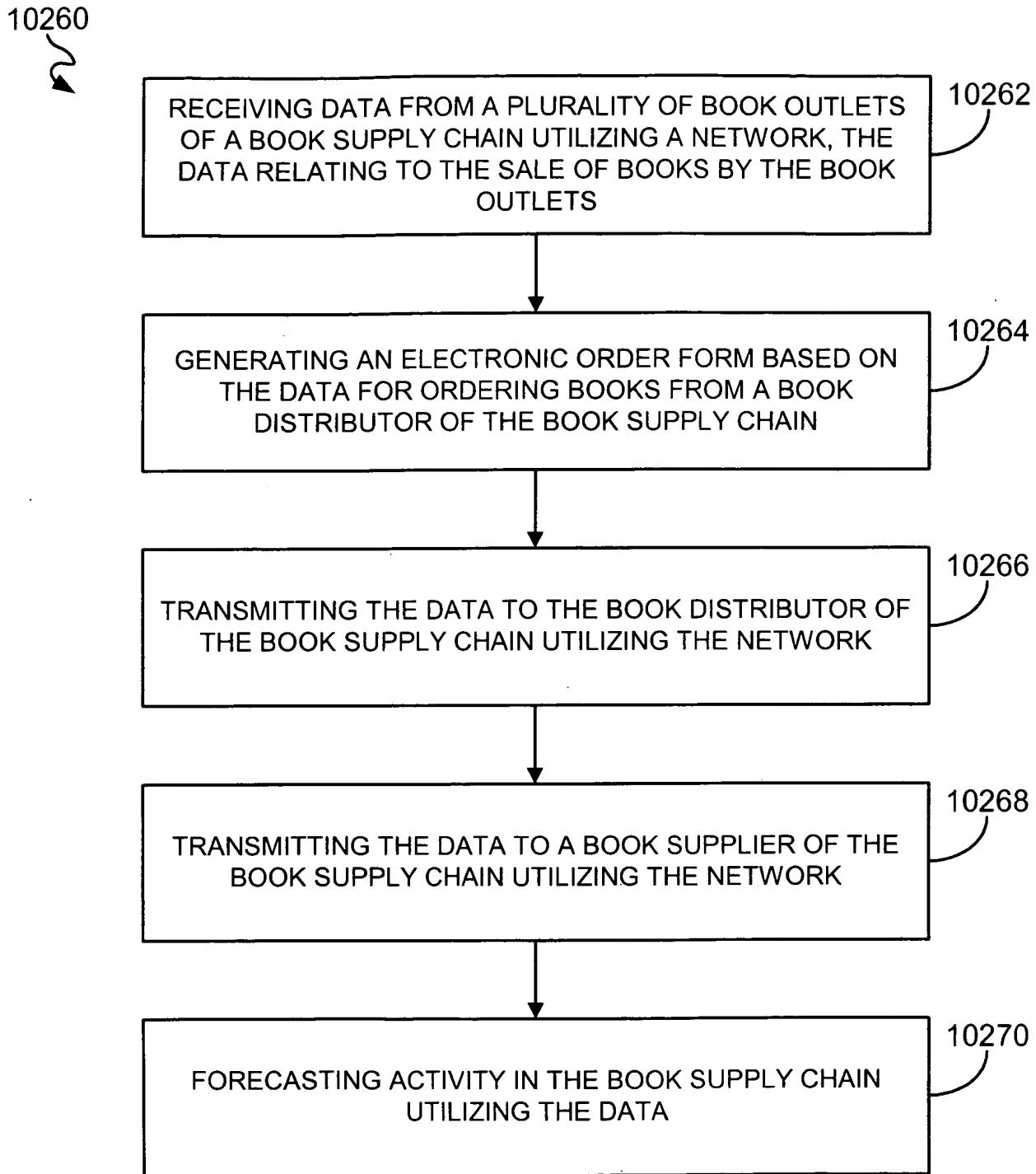


FIG. 102B

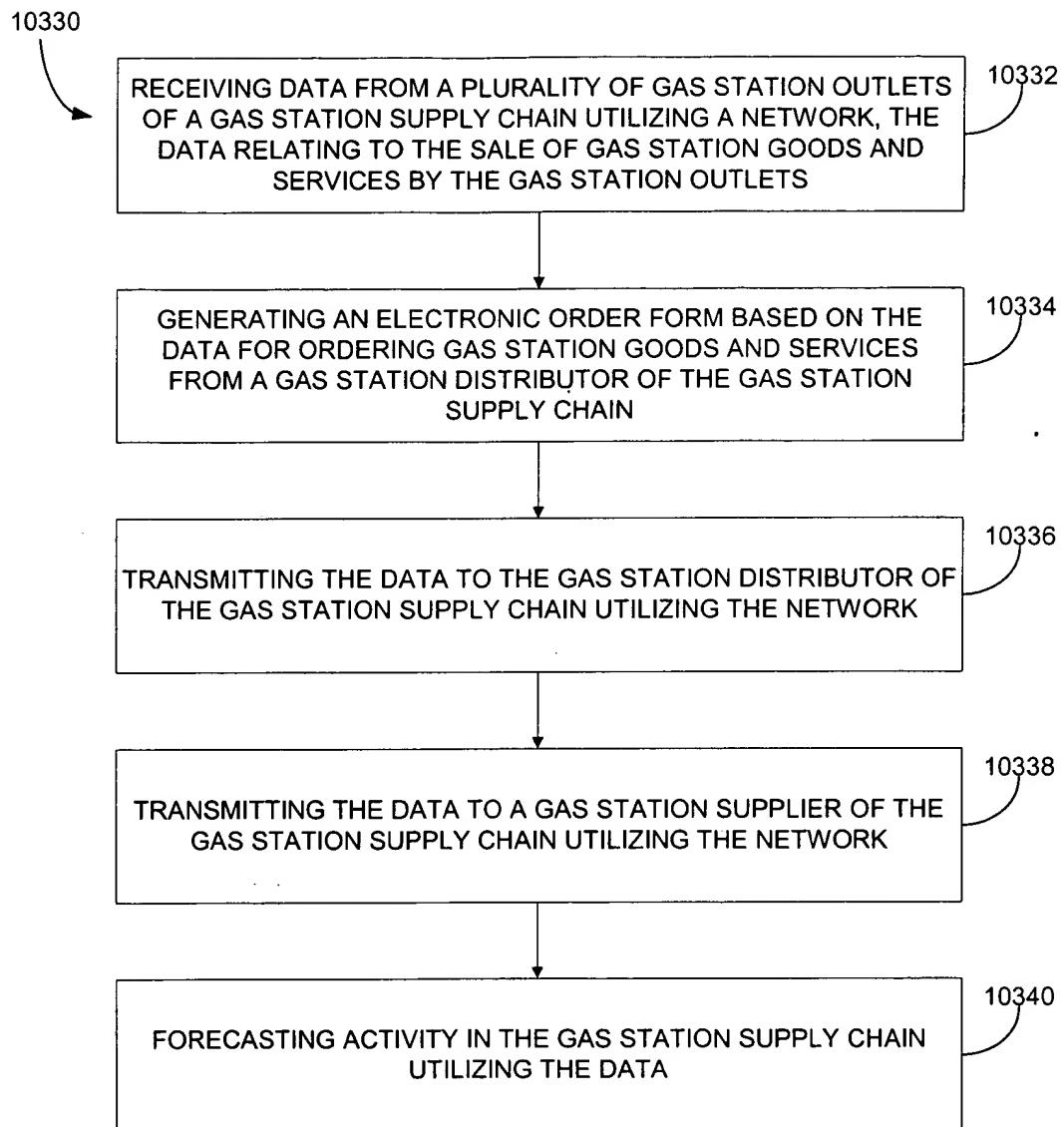


FIG. 103

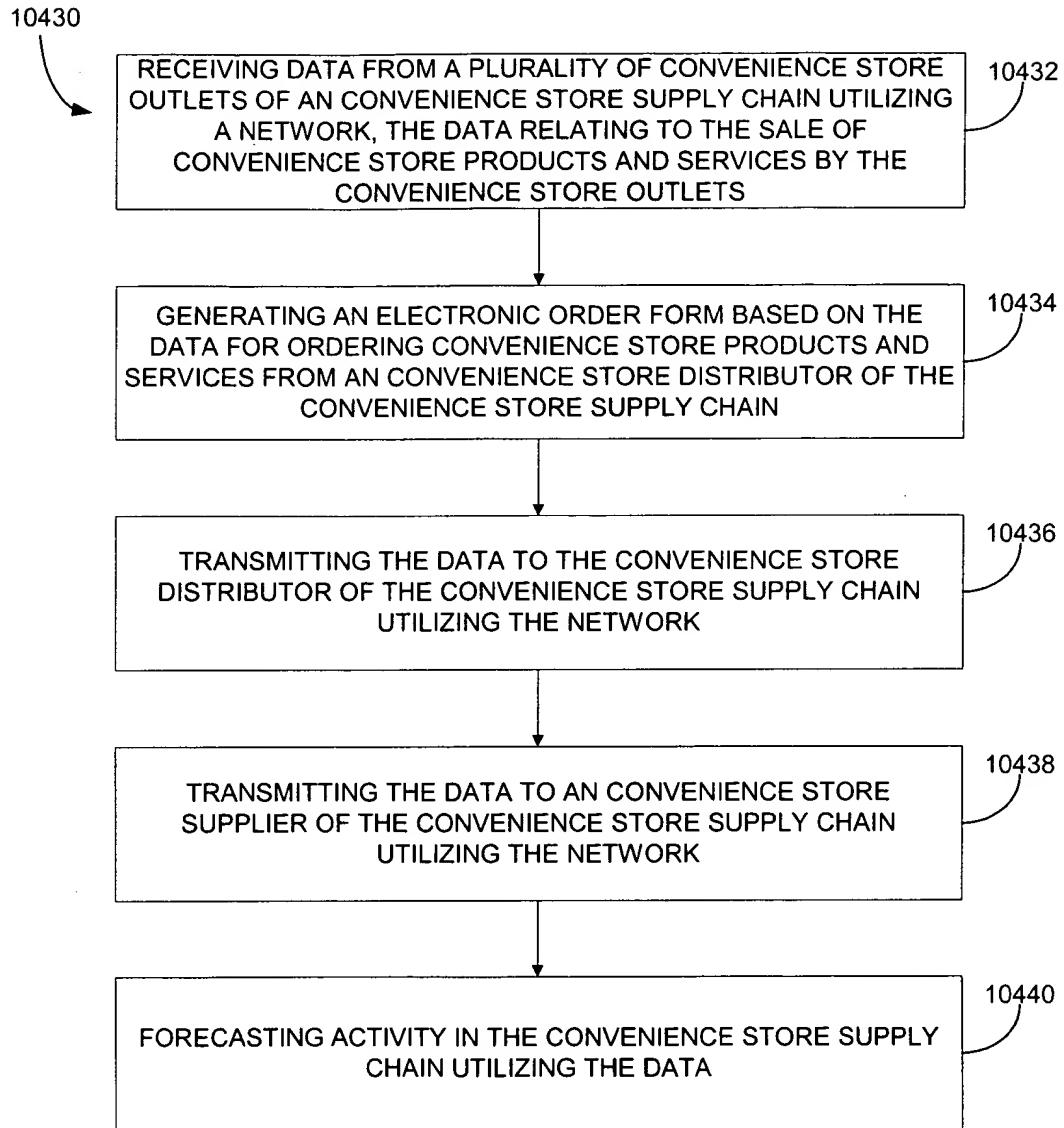


FIG. 104A

10460

RECEIVING DATA FROM A PLURALITY OF TOY OUTLETS OF
A TOY SUPPLY CHAIN UTILIZING A NETWORK, THE DATA
RELATING TO THE SALE OF TOYS BY THE TOY OUTLETS

10462

GENERATING AN ELECTRONIC ORDER FORM BASED ON
THE DATA FOR ORDERING TOYS FROM A TOY DISTRIBUTOR
OF THE TOY SUPPLY CHAIN

10464

TRANSMITTING THE DATA TO THE TOY DISTRIBUTOR OF
THE TOY SUPPLY CHAIN UTILIZING THE NETWORK

10466

TRANSMITTING THE DATA TO A TOY SUPPLIER OF THE TOY
SUPPLY CHAIN UTILIZING THE NETWORK

10468

FORECASTING ACTIVITY IN THE TOY SUPPLY CHAIN
UTILIZING THE DATA

10470

FIG. 104B

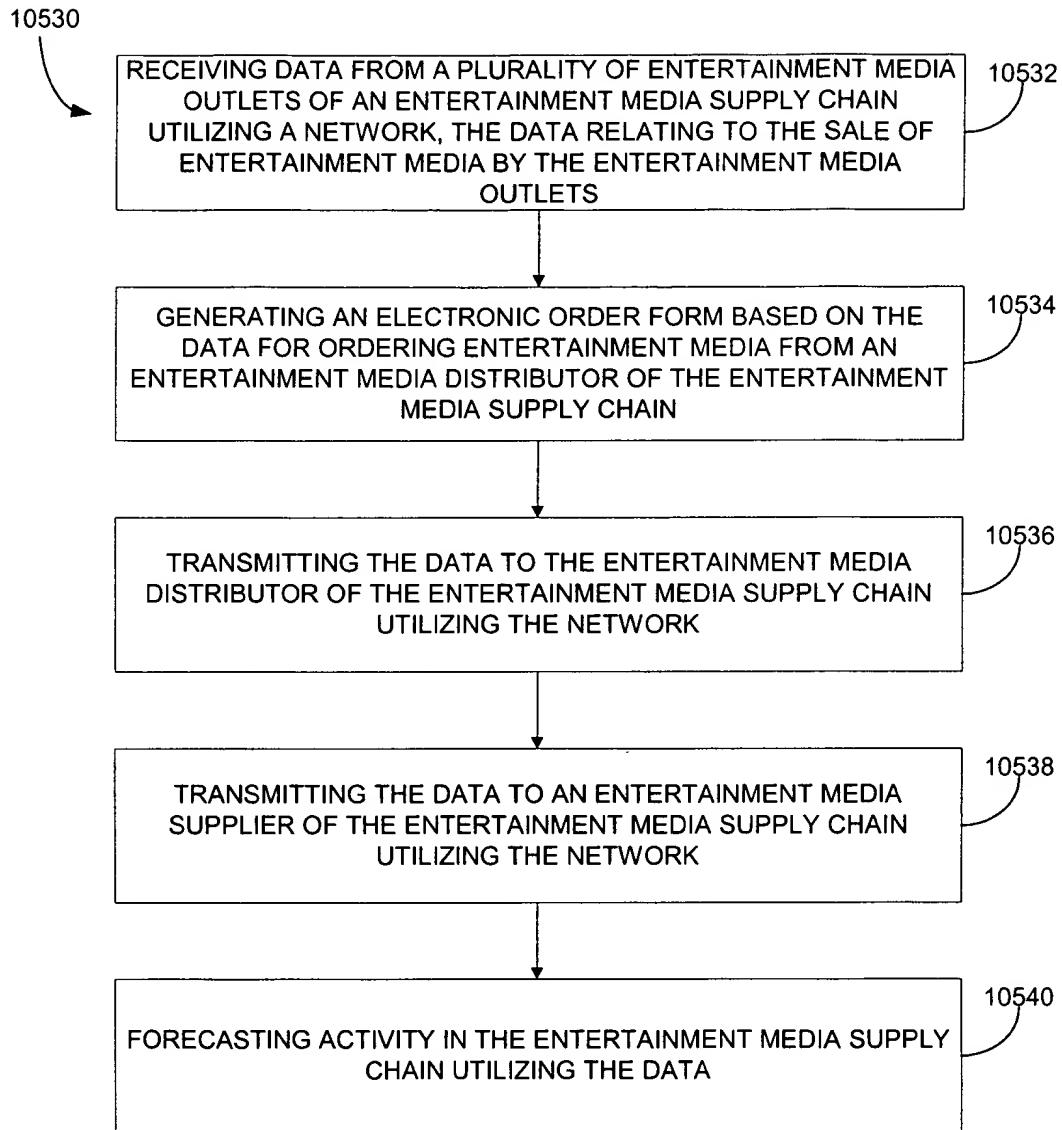


FIG. 105

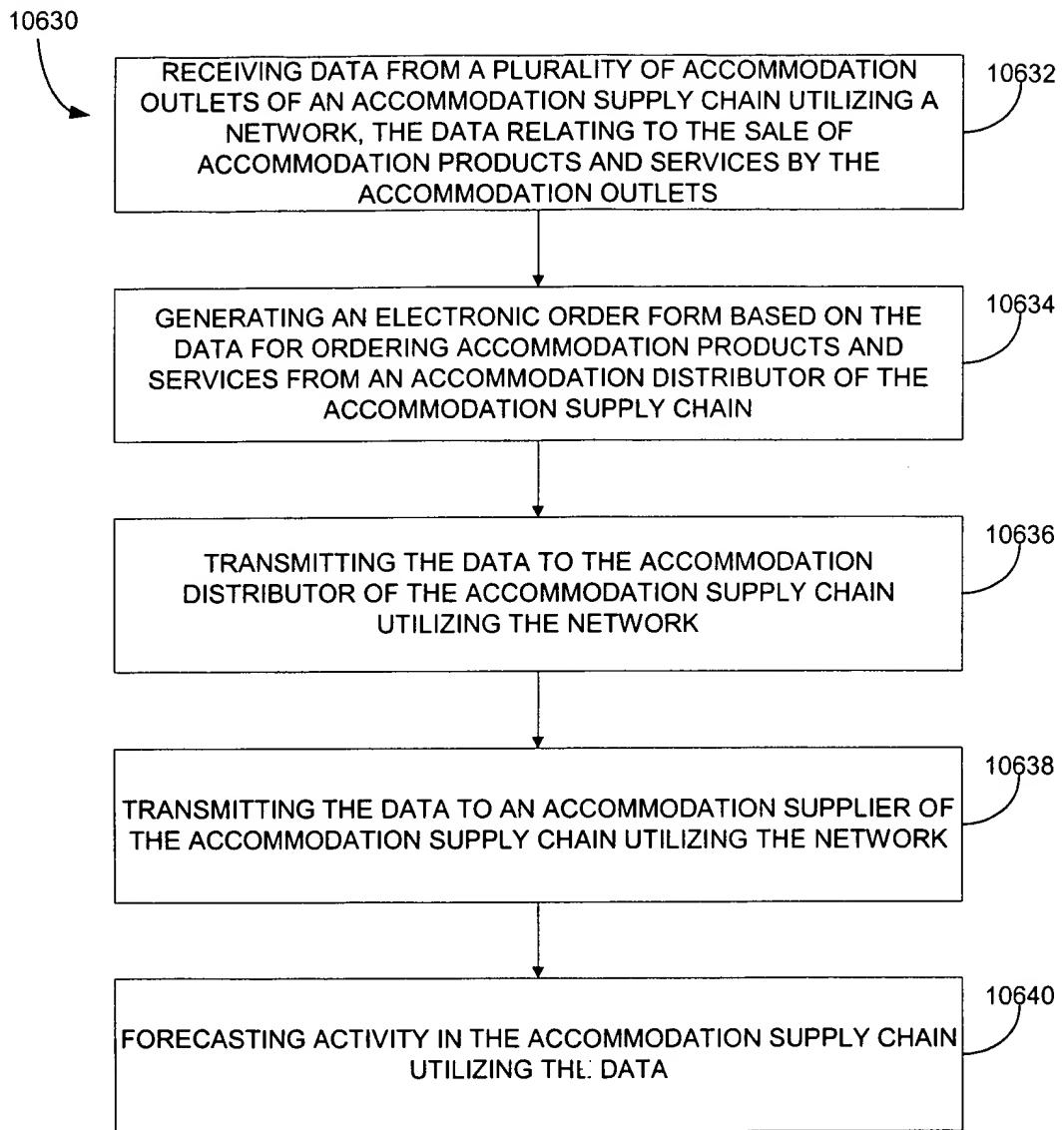


FIG. 106

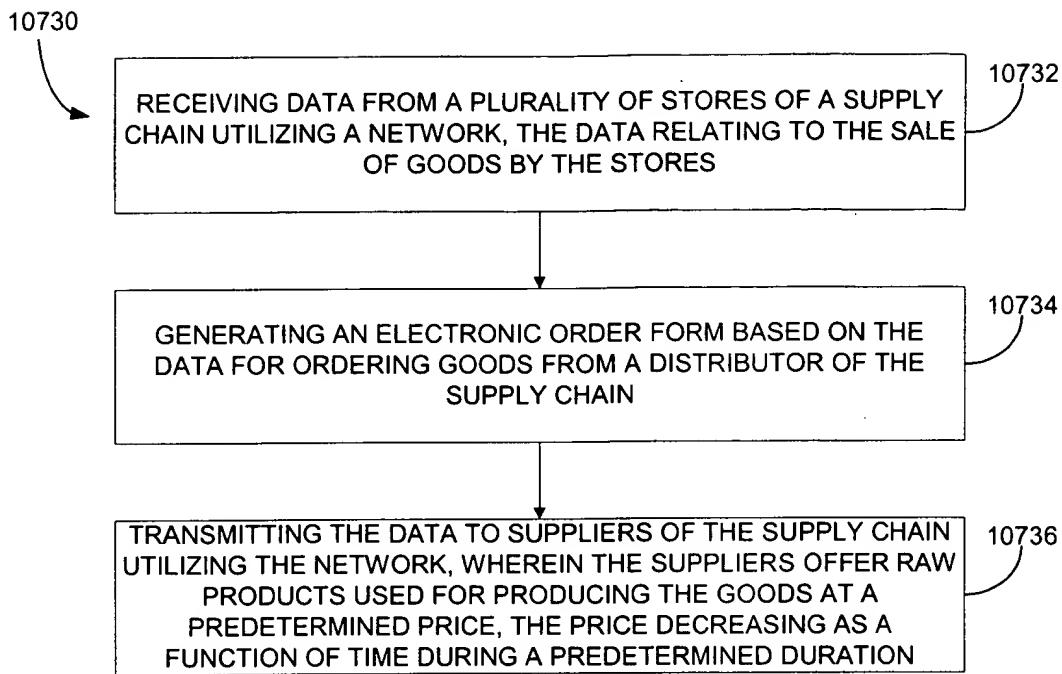


FIG. 107

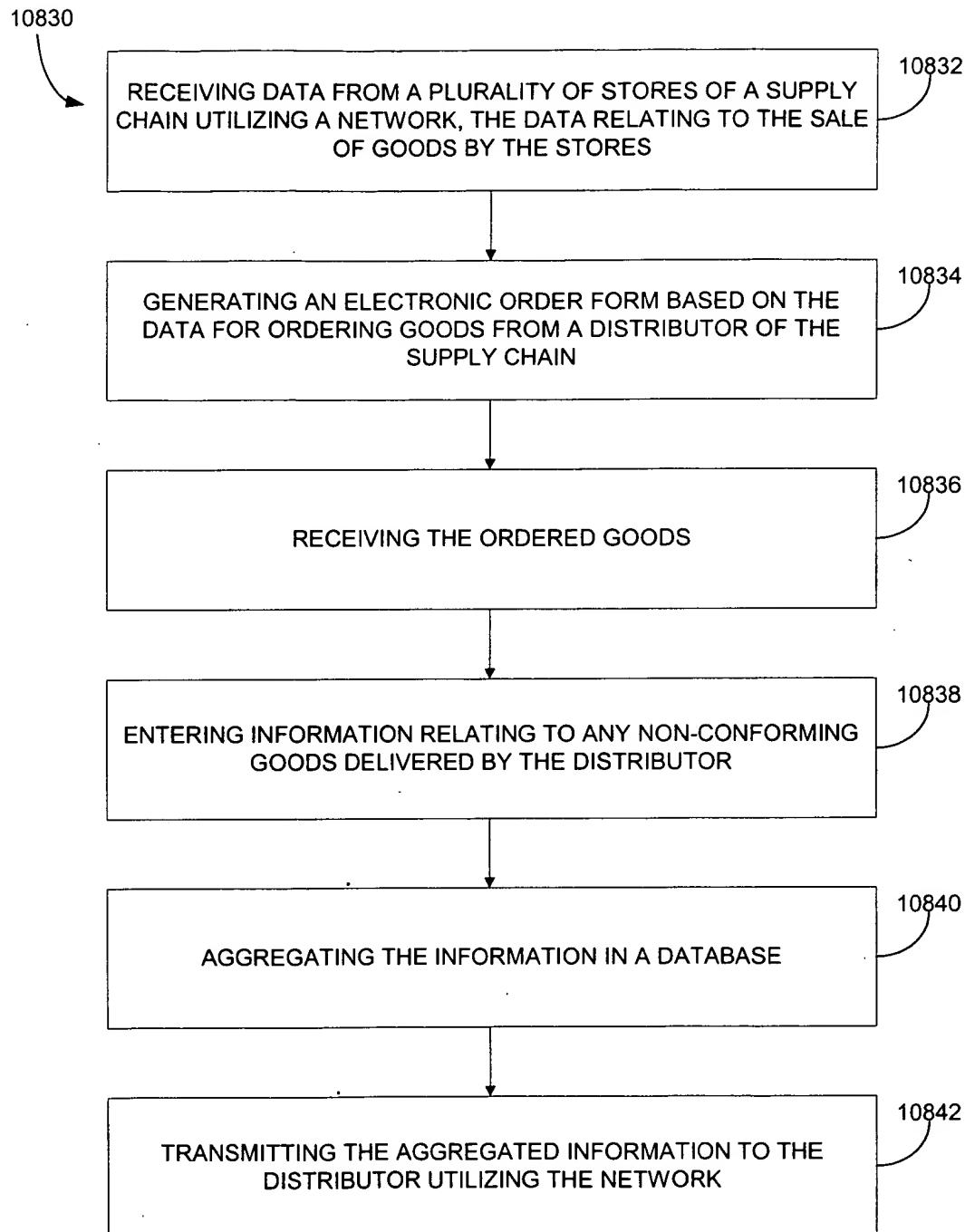


FIG. 108

10900

RECEIVING AN AGREEMENT BETWEEN A PLURALITY OF PARTIES IN A SUPPLY CHAIN

10902

IDENTIFYING A PLURALITY OF TERMS OF THE AGREEMENT

10904

PARSING THE TERMS INTO AT LEAST A PAIR OF GROUPS INCLUDING A FIRST GROUP OF TERMS INCLUDING COMMERCIAL TERMS AND A SECOND GROUP OF TERMS INCLUDING BRAND IDENTITY TERMS, EACH OF THE TERMS OUTLINING A RESPONSIBILITY

10906

ALLOCATING THE RESPONSIBILITIES AMONG THE PARTIES BASED ON THE PARSING

10908

FIG. 109

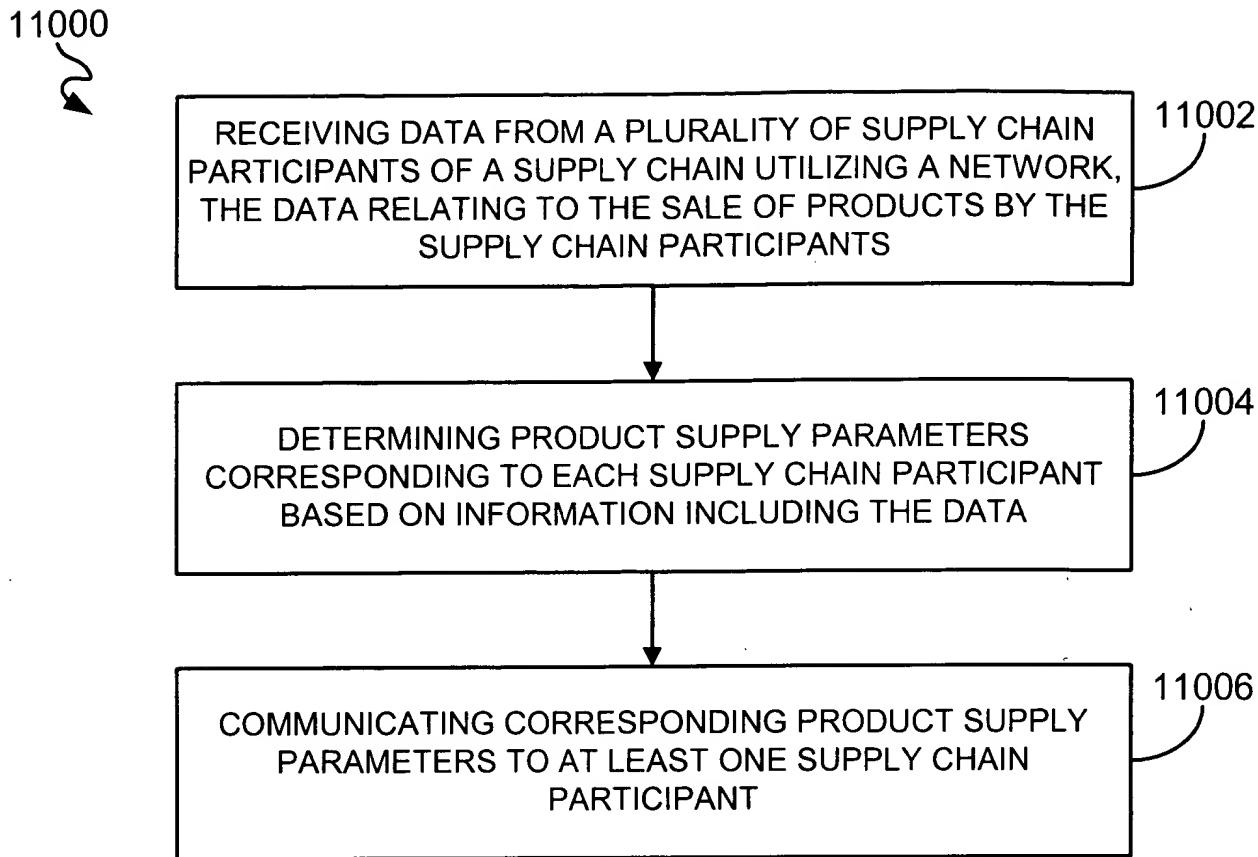


FIG. 110

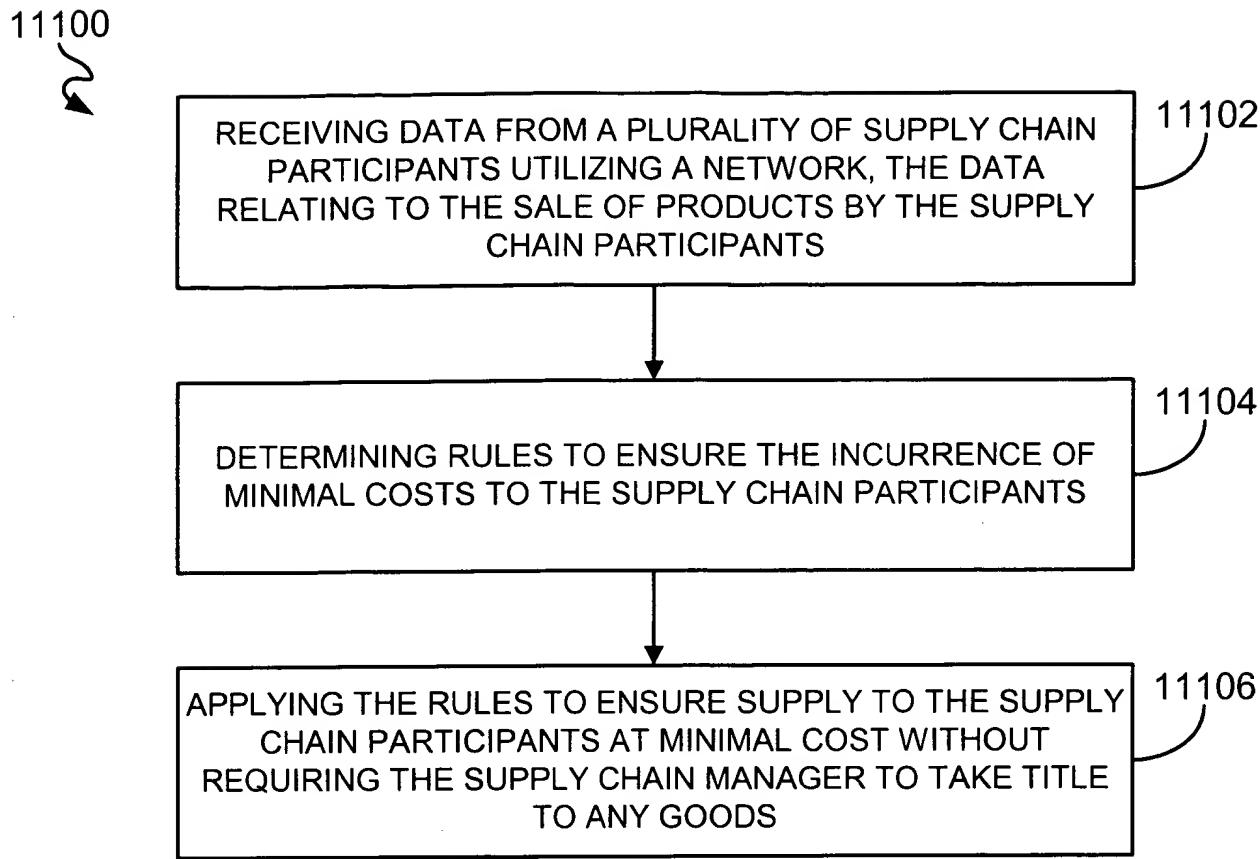


FIG. 111

11200

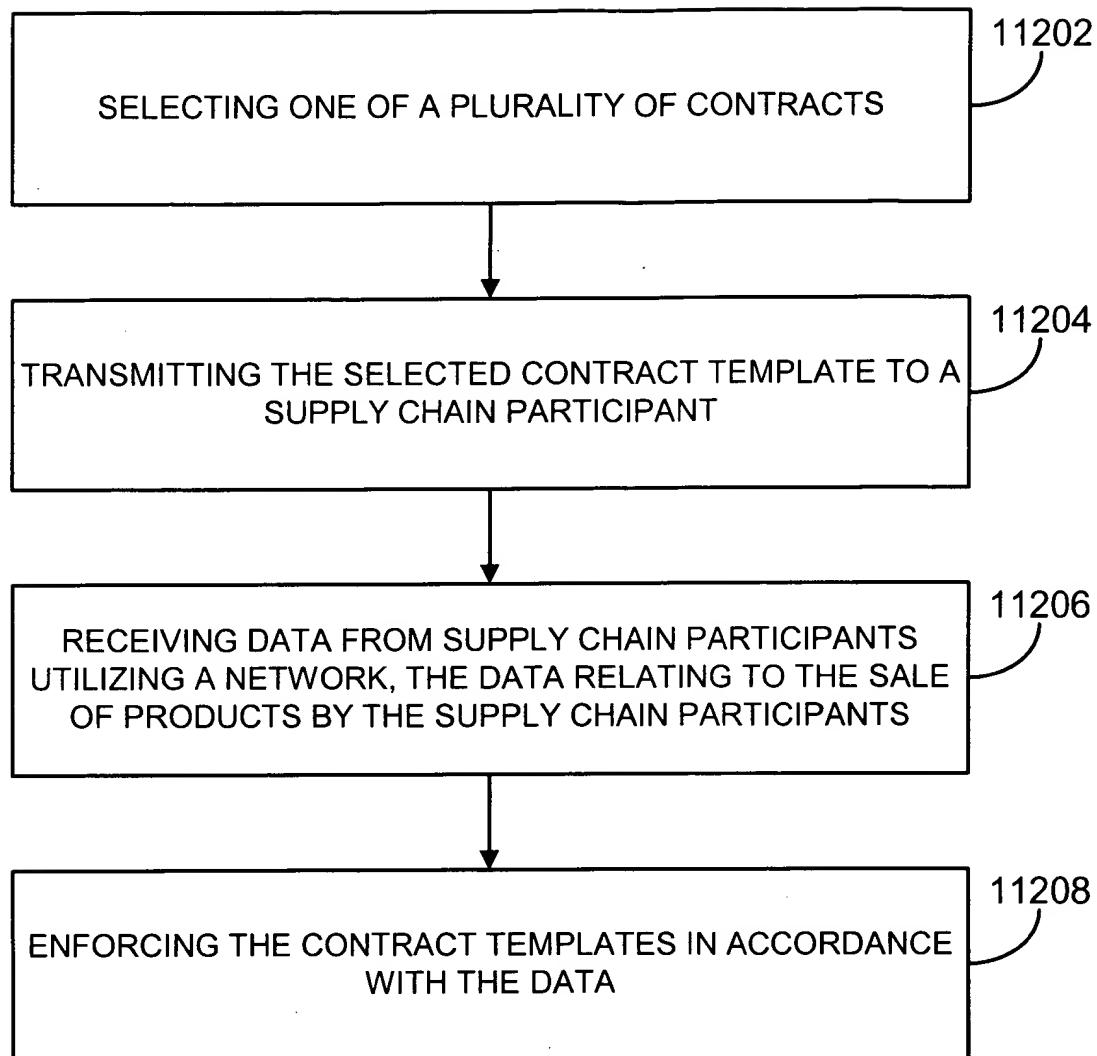


FIG. 112

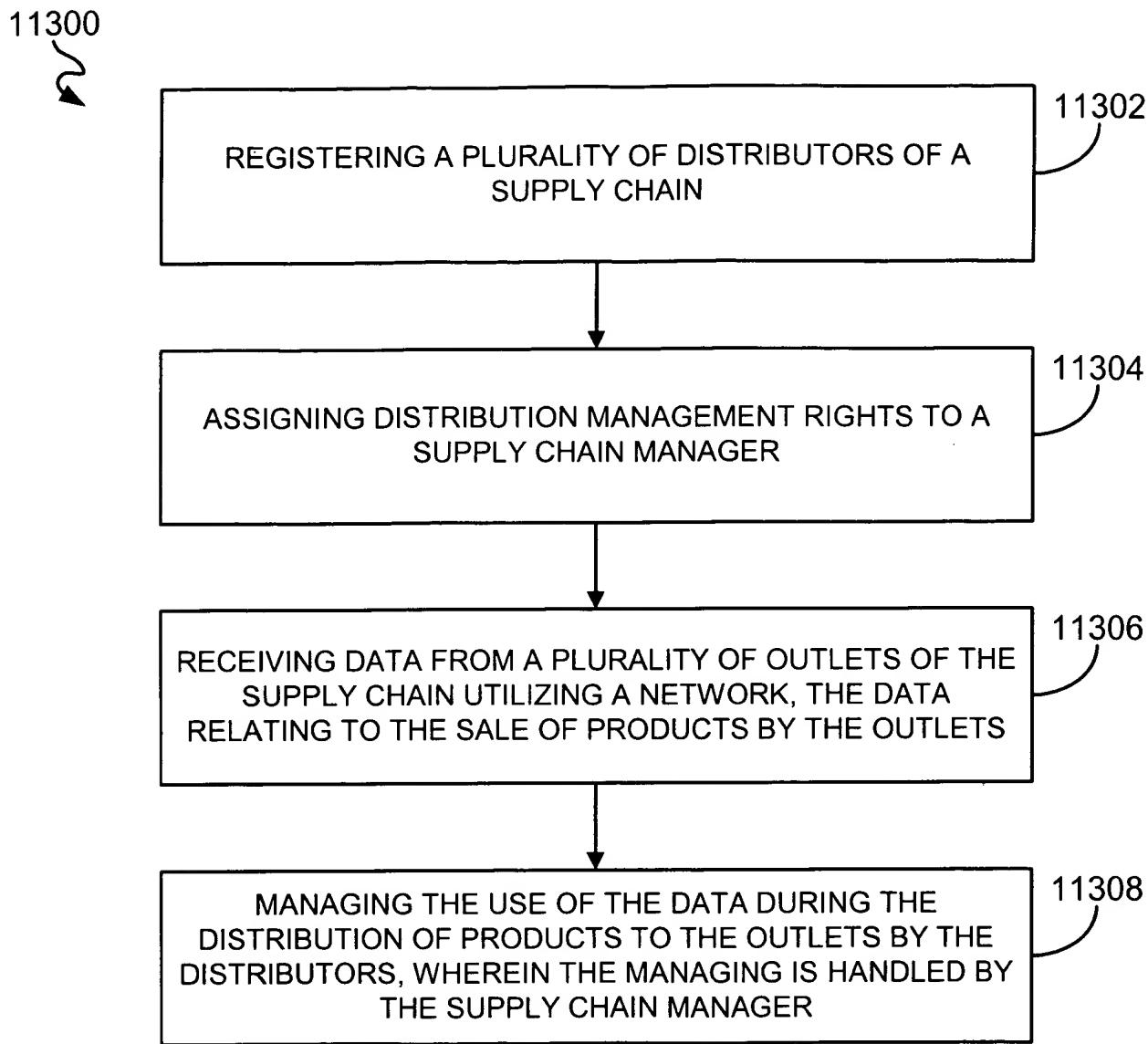


FIG. 113

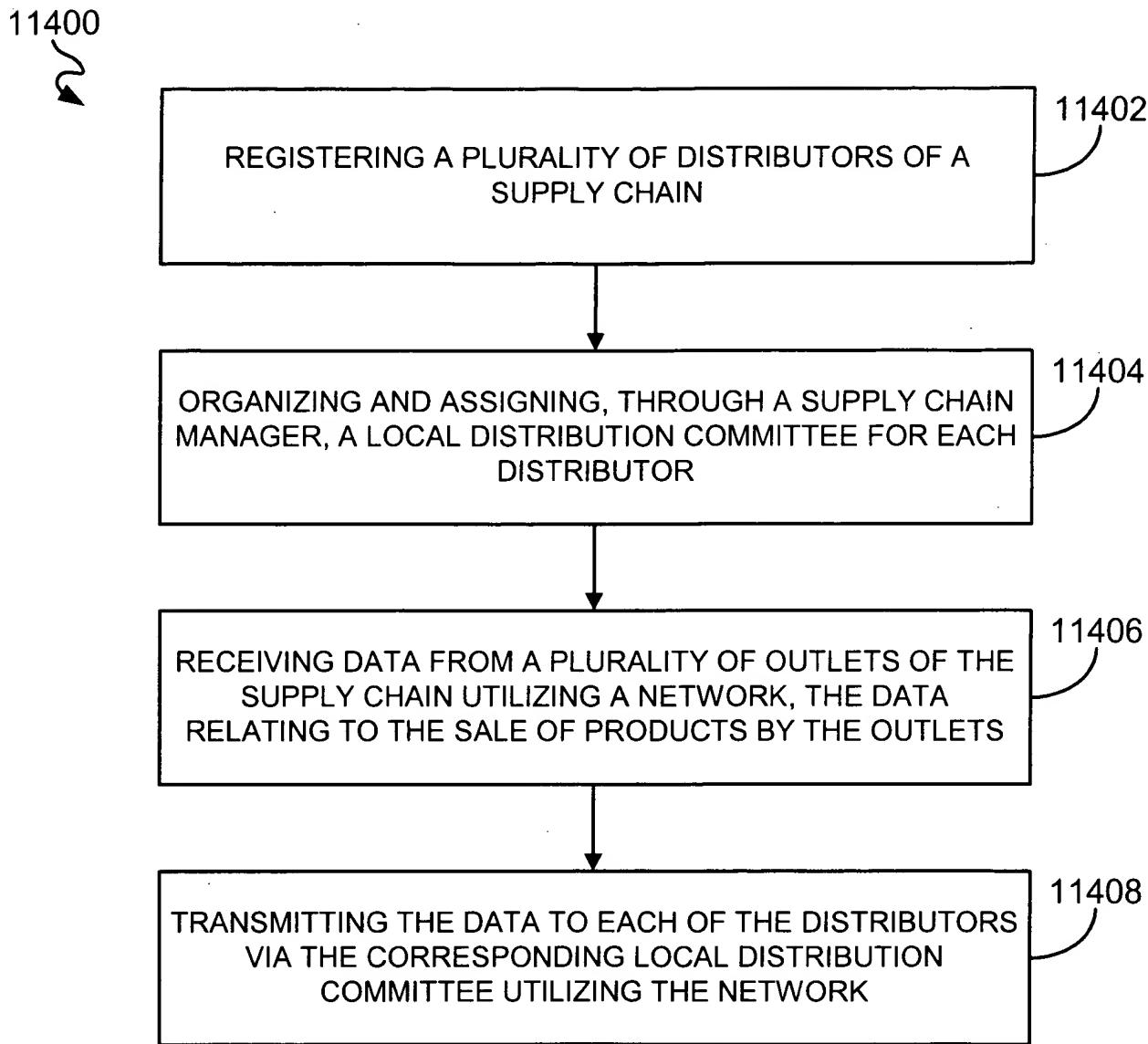


FIG. 114

11500

COLLECTING DATA FROM A PLURALITY OF STORES OF A SUPPLY CHAIN UTILIZING A NETWORK, THE DATA RELATING TO THE SALE OF GOODS BY THE STORES

GENERATING ELECTRONIC ORDER FORMS BASED ON THE DATA FOR ORDERING GOODS FROM A PLURALITY OF DISTRIBUTORS OF THE SUPPLY CHAIN

SENDING THE ELECTRONIC ORDER FORMS TO THE DISTRIBUTORS UTILIZING THE NETWORK

RECEIVING INVOICES FROM THE DISTRIBUTORS UTILIZING THE NETWORK

CALCULATING A PRICE FOR THE GOODS UTILIZING THE ELECTRONIC ORDER FORMS AND THE INVOICES

AUDITING THE PRICE

11502

11504

11506

11508

11510

11512

FIG. 115

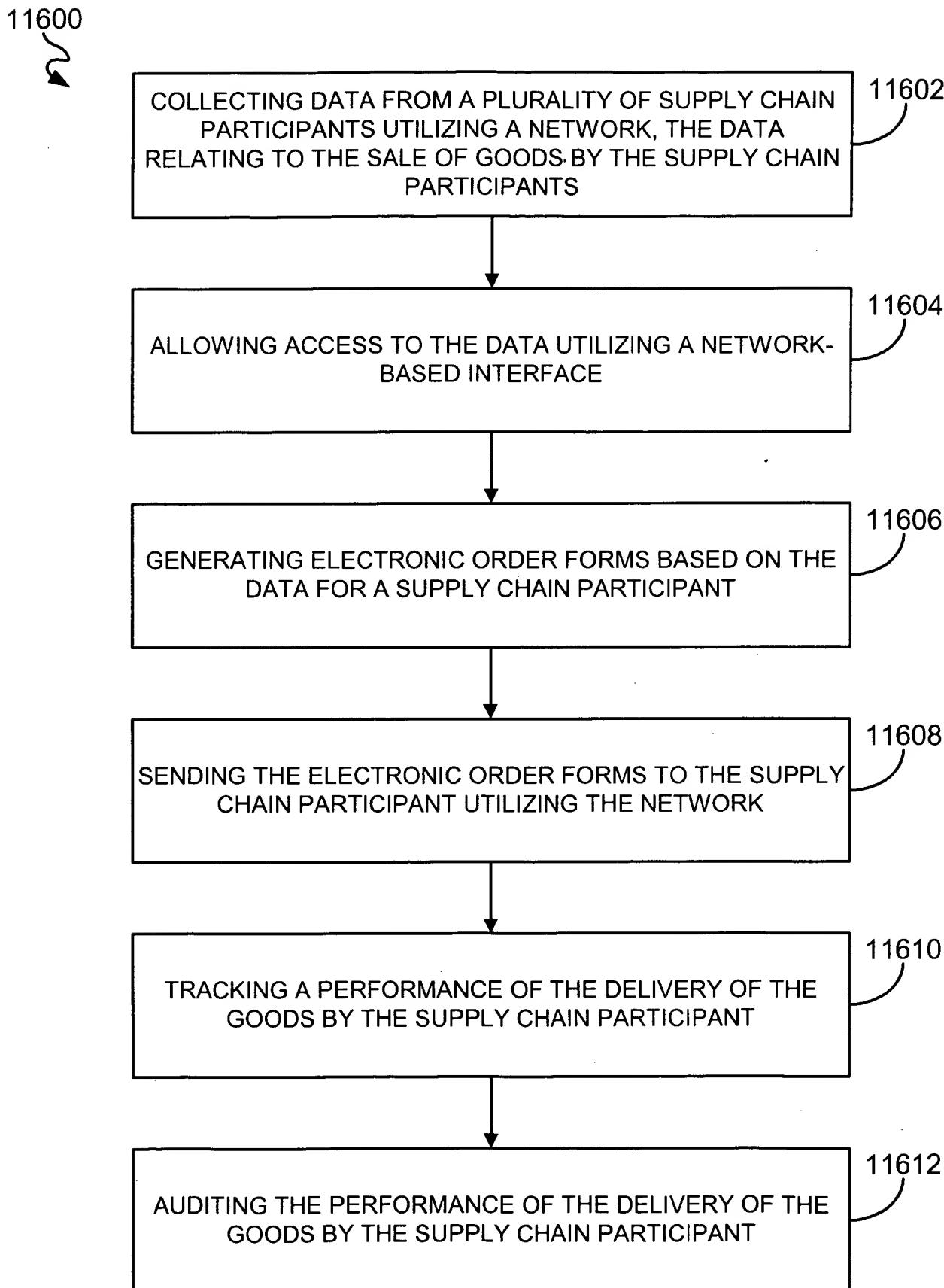


FIG. 116

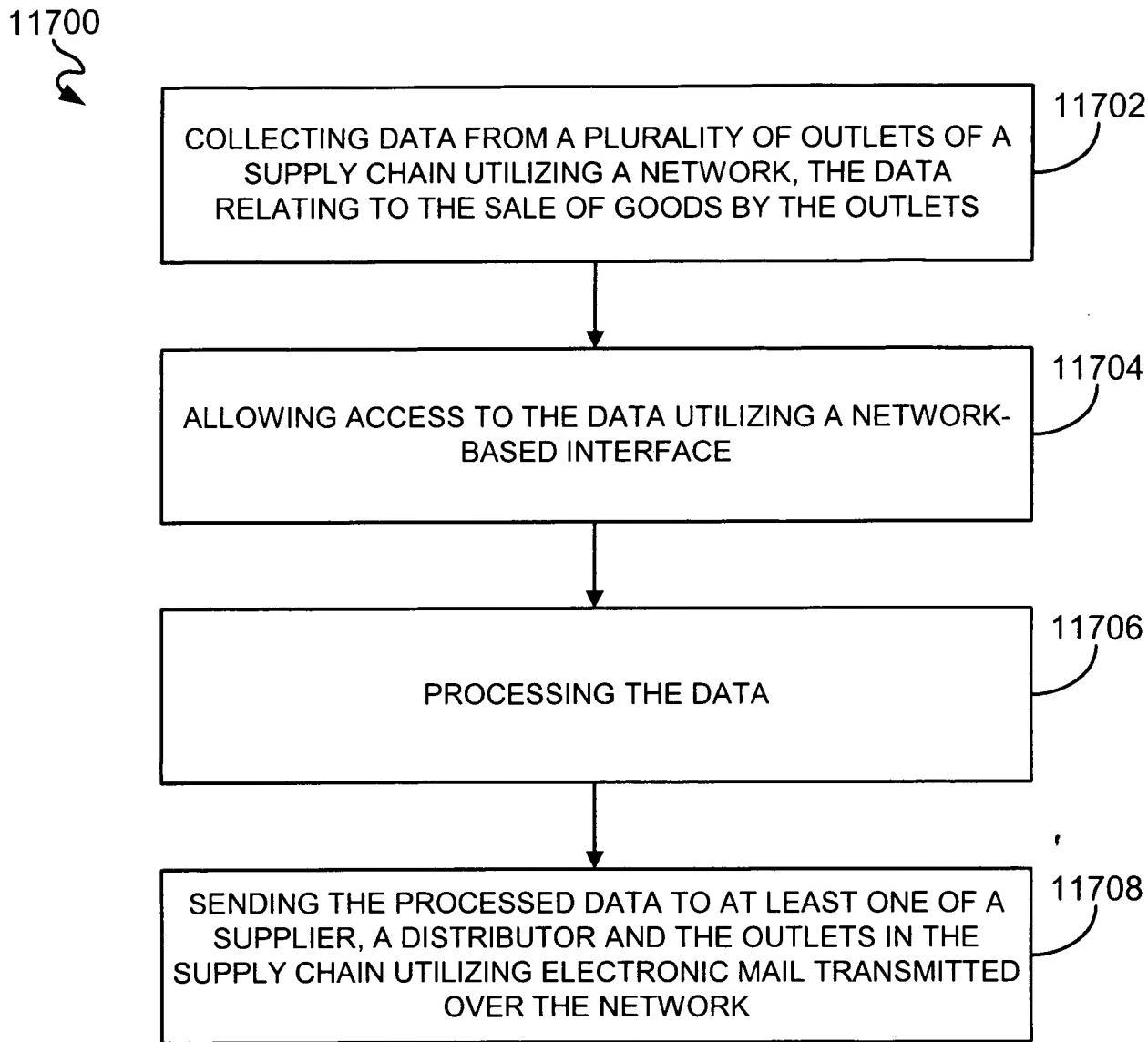


FIG. 117

11800

NEGOTIATING AN AGREEMENT WITH A SUPPLIER OF A
SUPPLY CHAIN THAT SETS A FIRST PRICE FOR A
PREDETERMINED PRODUCT

11802

ORDERING THE PREDETERMINED PRODUCT FROM THE
SUPPLIER BY A PURCHASING SUPPLY CHAIN PARTICIPANT

11804

COLLECTING DATA FROM A PLURALITY OF SUPPLY CHAIN
PARTICIPANTS UTILIZING A NETWORK, THE DATA
RELATING TO THE SALE OF GOODS BY THE SUPPLY CHAIN
PARTICIPANTS

11806

RECEIVING AN INVOICE FROM THE SUPPLIER BY THE
PURCHASING SUPPLY CHAIN PARTICIPANT, WHEREIN THE
INVOICE REFLECTS A SECOND PRICE FOR THE
PREDETERMINED PRODUCT WHICH IS DIFFERENT FROM
THE FIRST PRICE

11808

FIG. 118

11900

RECEIVING DATA FROM A PLURALITY OF OUTLETS OF A SUPPLY CHAIN UTILIZING A NETWORK, THE DATA RELATING TO AN AMOUNT OF PRODUCTS SOLD BY THE OUTLETS

11902

DETERMINING A MAXIMUM ACCEPTABLE AMOUNT OF LOSS

11904

TRANSLATING THE MAXIMUM ACCEPTABLE AMOUNT OF LOSS TO ACCEPTABLE ORDERING STANDARDS

11906

GENERATING AN ELECTRONIC ORDER FORM BASED ON THE DATA AND THE ACCEPTABLE ORDERING STANDARDS FOR ORDERING PRODUCTS FROM A DISTRIBUTOR OF THE SUPPLY CHAIN

11908

FIG. 119

12000

RECEIVING DATA FROM A PLURALITY OF OUTLETS OF A SUPPLY CHAIN UTILIZING A NETWORK, THE DATA RELATING TO AN AMOUNT OF PRODUCTS SOLD BY THE OUTLETS

12002

GENERATING ELECTRONIC ORDER FORMS BASED ON THE DATA FOR ORDERING PRODUCTS FROM A DISTRIBUTOR OF THE SUPPLY CHAIN, WHEREIN THE ELECTRONIC ORDER FORMS INDICATE AN AMOUNT OF THE PRODUCTS ORDERED BY EACH OUTLET

12004

TRACKING AN AMOUNT AND A LOCATION OF THE PRODUCTS UTILIZING THE DATA AND THE FORMS

12006

FIG. 120

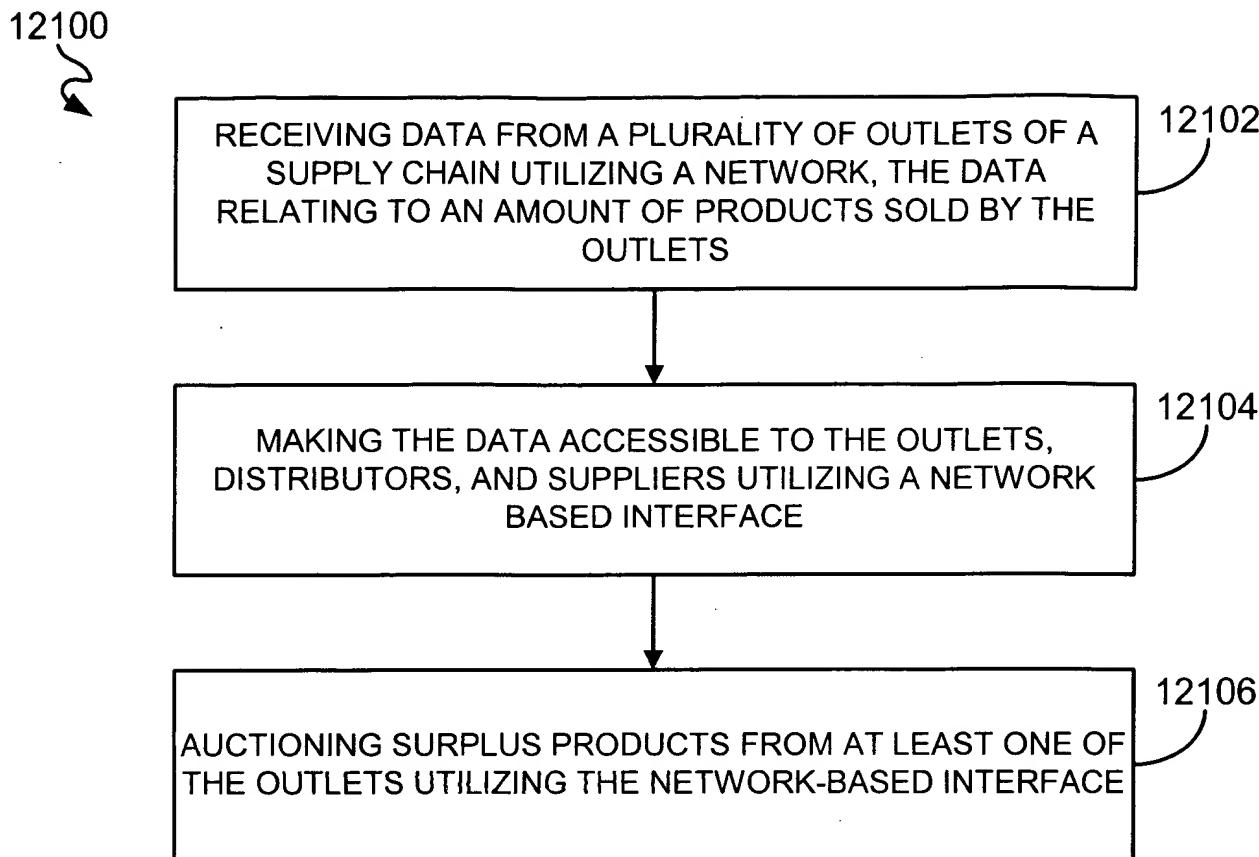


FIG. 121

12200

RECEIVING DATA FROM A PLURALITY OF OUTLETS OF A SUPPLY CHAIN UTILIZING A NETWORK, THE DATA RELATING TO THE SALE OF PRODUCTS BY THE OUTLETS

GENERATING AN ELECTRONIC ORDER FORM BASED ON THE DATA FOR ORDERING PRODUCTS FROM A DISTRIBUTOR OF THE SUPPLY CHAIN

PROVIDING ACCESS TO THE DATA UTILIZING A NETWORK-BASED INTERFACE EQUIPPED TO HANDLE SECURE SOCKETS LAYER (SSL) PROTOCOL

12202

12204

12206

FIG. 122

12300

RECEIVING DATA FROM A PLURALITY OF OUTLETS OF A
SUPPLY CHAIN UTILIZING A NETWORK, THE DATA
RELATING TO THE SALE OF PRODUCTS BY THE OUTLETS

12302

GENERATING AN ELECTRONIC ORDER FORM BASED ON
THE DATA FOR ORDERING PRODUCTS FROM A
DISTRIBUTOR OF THE SUPPLY CHAIN

12304

ALLOWING ACCESS TO THE DATA UTILIZING A NETWORK-
BASED INTERFACE

12306

FIG. 123

12400

RECEIVING DATA FROM A PLURALITY OF OUTLETS OF A
SUPPLY CHAIN UTILIZING A NETWORK, THE DATA
RELATING TO THE SALE OF PRODUCTS BY THE OUTLETS

12402

GENERATING A CALENDAR OF EVENTS

12404

ALLOWING ACCESS TO THE CALENDAR OF EVENTS
UTILIZING A NETWORK-BASED INTERFACE

12406

FIG. 124

12500

12502

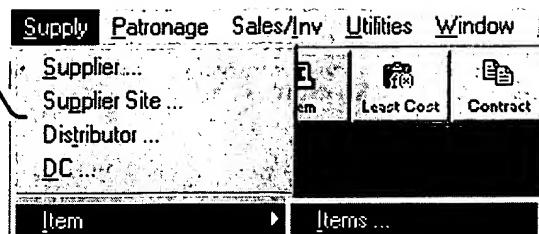


FIG. 125

12600

12602



FIG. 126

12700

12702

A screenshot of an item entry form. The form includes fields for Item Desc (with a dropdown arrow), Item Number, Product Cat Code (with a dropdown arrow), Status Code (set to Active with a dropdown arrow), and Item Rank (with a dropdown arrow).

FIG. 127

12800

Landed Cost by Distribution Center

| Item | Inv FOB | Freight | Landed | Routing |
|---------------------------|---------|---------|--------|---------|
| Bag - Medium | 4.85 | 0.23 | 5.08 | TL |
| Bag - Large | 6.7 | 0.23 | 6.93 | TL |
| Biscuits - Frozen | 12.33 | 1.15 | 13.48 | TL |
| Brush - Pot, Long Handle | 40.2 | 2.02 | 42.22 | TL |
| Brush - Pot, Short Handle | 24 | 1.39 | 25.39 | TL |
| Carton - Breakfast | 16.59 | 1.1 | 17.69 | RDC |
| Carton - Large Fry | 29.91 | 0.81 | 30.72 | RDC |
| Carton - Medium Fry | 18.92 | 0.73 | 19.65 | TLMIN |

FIG. 128

12900



FIG. 129

13000

| | | | |
|---------------------|---|-------------------------|----------|
| Supplier Item Desc: | | Item No: | |
| Current Status: | <input checked="" type="radio"/> Yes <input type="radio"/> No | Tie Qty: | |
| Items per Case: | 5000 | High Qty: | |
| Innerpack Contents: | 5/1000 | Cases Per Pallet: | |
| Item Size: | | Stacking Allowed: | |
| Case Length: | | Universal Product Code: | |
| Case Width: | | Cases Per Truckload: | 1350 |
| Case Depth: | | Net Weight: | 39.00 |
| Case Dimension U/M: | INCHES | Gross Weight: | 39.00 |
| Item Cube: | 0.95 CUBIC FEET | Weight U/M: | POUND(S) |
| Item Shelf Life: | | BarCode: | |

White Boxes Are Copied Across Suppliers / Grey Boxes Are Only Copied Within Same Supplier

FIG. 130

13100

Site Information **Site Id:** 17355 **Site Role:** *FOB Shipping Point*

Site Name: TYSON FOODS - NEW HOLLAND, PA

13102

FIG. 131

13200

Site Information **Site Id:** 16 **FOB Shipping Point**

Name: AMERISERVE-FARMINGDALE, NY **Railroad Name:**

Status: Active

Rail Sidings:

FIG. 132

13300

DEFINING A PLURALITY OF ITEMS UTILIZING A GRAPHICAL
USER INTERFACE

13302

SELECTING A SUPPLIER SITE FROM A SET UTILIZING THE
GRAPHICAL USER INTERFACE, THE SET OF SUPPLIER
SITES BEING DETERMINED BASED ON THE DEFINITION OF
THE ITEMS

13304

DETERMINING A DISTRIBUTION CENTER UTILIZING THE
GRAPHICAL USER INTERFACE, THE DISTRIBUTION CENTER
BEING DESIGNATED TO INTERFACE WITH THE SUPPLIER
SITE FOR DISTRIBUTION OF THE ITEMS

13306

FIG. 133

13400

Item: WRAP-BACON DOUBLE CHEESEBURGER DELUXE Begin: 7/1/96 End: 9/1/96 Final:

Override Rules: Yes No Apply By: Cell

FIG. 134

13500

| DC | Supplier FOB Point |
|----------------------------|--------------------------------|
| AMERISERVE-DENVER, CO | TYSON FOODS - GREEN FOREST, AR |
| AMERISERVE-DOUGLASVILLE, | TYSON FOODS - ALBERTVILLE, AL |
| AMERISERVE-FARMINGDALE, NY | TYSON FOODS - NEW HOLLAND, PA |

FIG. 135

13600

| Con FOB | Inv FOB | Freight | Landed |
|---------|---------|---------|---------|
| 34.3200 | 34.3900 | 0.8400 | 35.2300 |
| 34.3200 | 34.3900 | 0.2900 | 34.6800 |

FIG. 136

13700

| Contr | LB | Trk | Routing |
|-------|---------|-----|---------|
| 96 | 83,600 | 2.0 | TL |
| 96 | 215,040 | 5.1 | TL |

FIG. 137

13800

**FIG. 138**

13900

| Min Ord'r | UM | Slip | Deliv. |
|-----------|---------------------|------|--------|
| 1 | TRUCKLOAD(S) Pallet | | |
| 1 | TRUCKLOAD(S) Pallet | | |

FIG. 139

14000

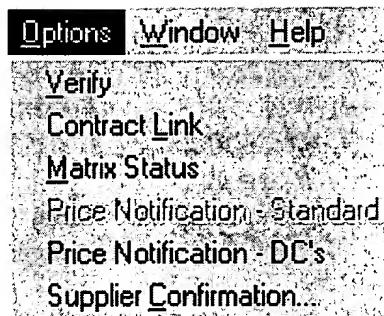
| Carrier | Stated Vol |
|---------|------------|
| Truck | 83,600 |
| Truck | 215,040 |

FIG. 140

14200

**FIG. 142**

14100

**FIG. 141**

14300

**FIG. 143**

14400

IDENTIFYING AT LEAST ONE ITEM TO BE DISTRIBUTED
UTILIZING A GRAPHICAL USER INTERFACE

14402

ASSOCIATING A COST MODEL WITH THE ITEM UTILIZING
THE GRAPHICAL USER INTERFACE

14404

DETERMINING A TIME FRAME DURING WHICH THE COST
MODEL IS VALID UTILIZING THE GRAPHICAL USER
INTERFACE, WHEREIN THE COST MODEL IDENTIFIES A
CONTRACT COST, AN INVOICE COST, AND A LANDED COST
ASSOCIATED WITH THE DISTRIBUTION OF THE ITEM

14406

FIG. 144

14500



FIG. 145

14600

Contract ID: 673 - TYSON FOODS
Initial Buyer Name: Jamie Hersh Current Buyer Name: Chris Stanton

FIG. 146

14700

| | |
|----------------------|---------------|
| Contract Start Date: | 05/15/98 |
| Contract End Date: | 12/31/02 |
| Execution Date: | 5/15/98 |
| Effective: | Shipment Date |
| Payment Terms: | Net 10 |

FIG. 147

14800



FIG. 148

14900

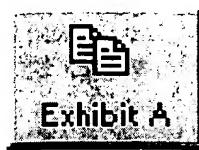


FIG. 149

15000

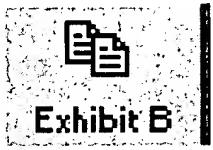


FIG. 150

15100

Select the End Dates to Use on the Exhibit

| Item Description | Cost Matrix End Date | Contract End Date | No End Date |
|--------------------------|----------------------|--|-------------------------------|
| BEEF - 77% | 8/1/98 | <input checked="" type="radio"/> 2/24/08 | <input type="radio"/> No Date |
| BEEF-WHOPPER 4.0 OZ | 8/1/98 | <input checked="" type="radio"/> 2/24/08 | <input type="radio"/> No Date |
| BEEF-WHOPPER JR. 2.8 OZ. | 8/1/98 | <input checked="" type="radio"/> 2/24/08 | <input type="radio"/> No Date |

FIG. 151

15200



FIG. 152

15300



FIG. 153

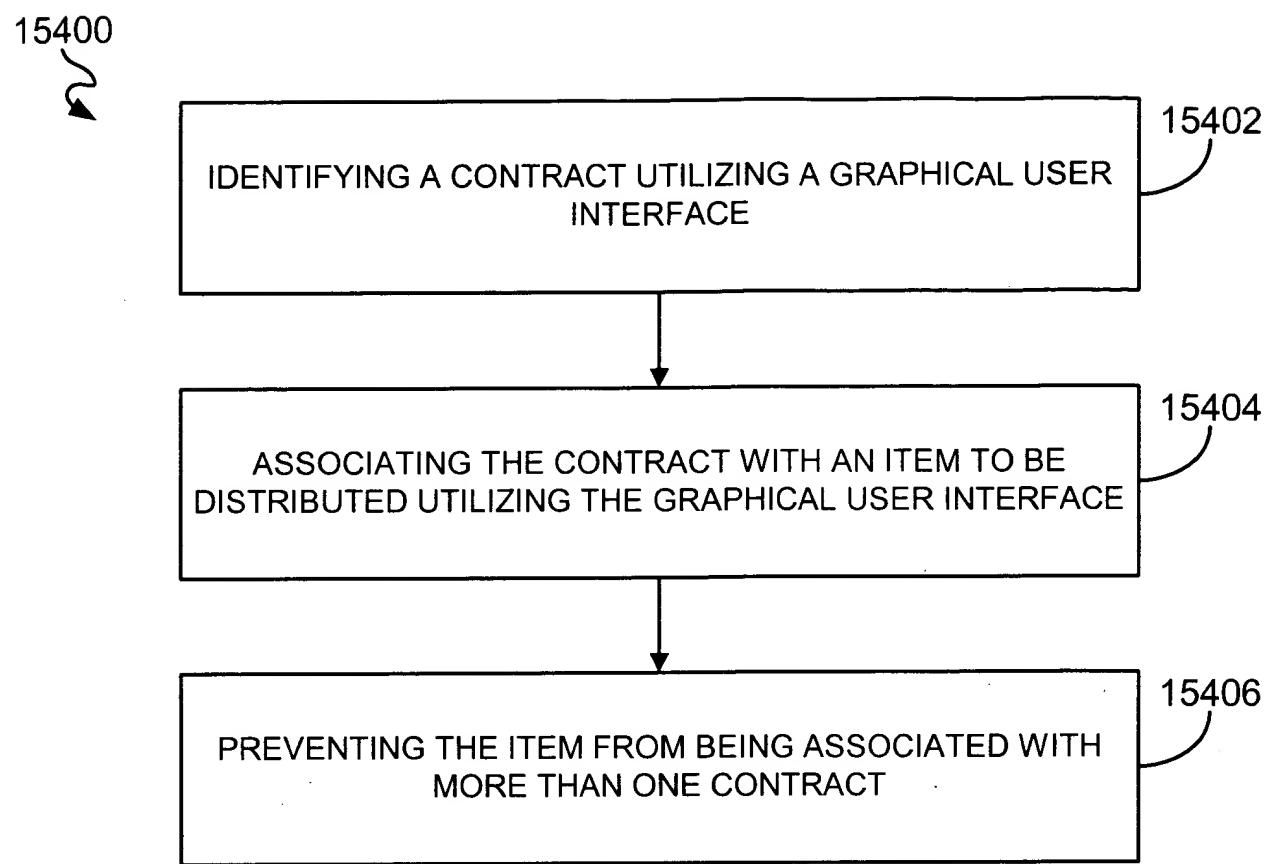


FIG. 154

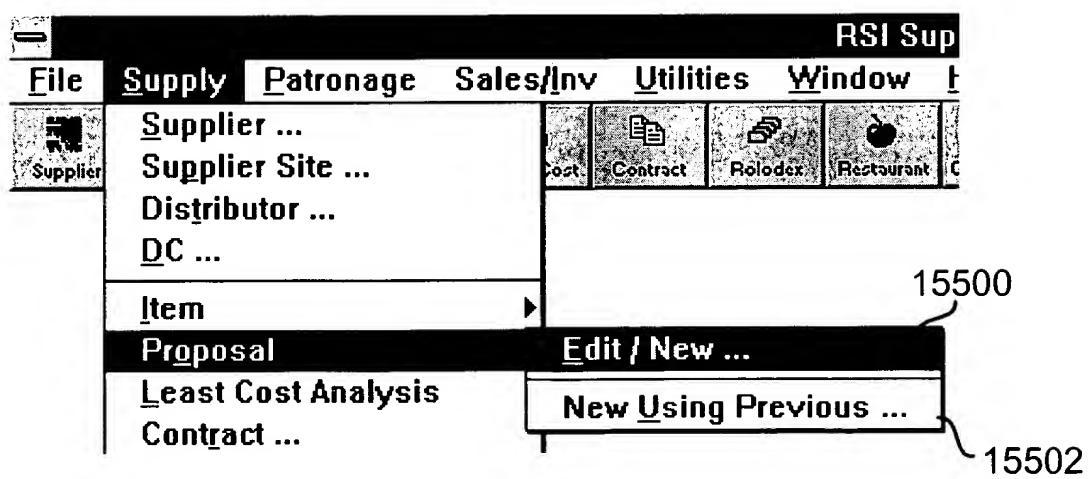


FIG. 155

15600

Proposal - Foam Hot Cups & Polystyrene Lids

Main Info | Items | Suppliers | DCs | FOB Price | DC/Rest. | Usage | Templates | View Bid

Proposal Information

Proposal ID: 1021 **Proposal Due Date:** 06/12/97

Proposal Name: Foam Hot Cups & Polystyrene Lids **Contract Begin Date:** 07/01/97

Buyer Name: Dennis Clabby **Contract End Date:** 06/30/98

Actions

| # | Date | Action Description |
|---|----------|--|
| 1 | 05/28/97 | Sent this bid to Dart and also sent a request for information to WinCup. |

FIG. 156

15700

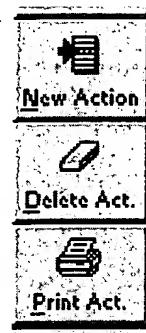


FIG. 157

15800

The screenshot shows a software interface for managing proposals. The title bar reads "Proposal - Foam Hot Cups & Polystyrene Lids". Below the title is a navigation bar with tabs: Main Info, Items (which is selected), Suppliers, DCs, FOB Price, DC/Rest, Usage, Templates, and View Bid. Under the "Items" tab, there are three buttons: Search, Query, and Reset. A section labeled "Query Values" contains a table with one row visible, showing "Item Description" and "CUP-HOT". To the right of this table, a message says "2 Rows Selected". Below the table is another table with two rows visible, showing "Item Description" and "LID-HOT 12/16 OZ (DRY)" and "LID-HOT 8 OZ (DRY)". On the far right, there is a vertical toolbar with four large buttons: a double arrow pointing up, a double arrow pointing down, a single arrow pointing left, and a single arrow pointing right. The number "15800" is handwritten on the left side of the window.

FIG. 158

15800

Proposal - Foam Hot Cups & Polystyrene Lids

Main Info | Items | Suppliers | DCs | FOB Price | DC/Rest. | Usage | Templates | Recreate Bid

Search | Query | Reset

6 Rows Found

15800

15902

15904

5 Rows Selected

Item Description

CUP-HOT 12 OZ (PAPER) DRY

CUP-HOT 16 OZ (PAPER) DRY

CUP-HOT 8 OZ (PAPER) DRY

Item Description

CUP-HOT 12 OZ (DRY)

CUP-HOT 16 OZ (500 CT) (DRY)

CUP-HOT 8 OZ (DRY)

LID-HOT 12/16 OZ (DRY)

LID-HOT 8 OZ (DRY)

15906

15908

FIG. 159

16000

Main Info | Items | Suppliers | DCs | **FOB Price** | DC/Rest. | Usage | Templates | Recreate Bid

Select The Appropriate FOB Price Component Worksheet For Each Item

Item Description

MAYO-BULK

FOB Price Component

Mayonaise Components

(None Selected)

Generic FOB Pricing

Mayonaise Components

FIG. 160

16100

| Item | Growth % | Gross Wgt. | Item Cube | Contract Period | | | |
|---------------------|---------------------|-----------------------|--------------|----------------------|----------------|----------------------|--|
| CHICKEN-BK BROILER | 5.00% | 32 | 1.26 | 09/01/97 to 12/31/97 | | | |
| CHICKEN-PATTY | 7.00% | 37.00 | 1.09 | | | | |
| CHICKEN-TENDERS | 0.00% | 25.00 | 1.06 | | | | |
| Distribution Center | Previous Case Usage | Projected Rest. Count | Covg. Factor | Avg. # RM | DC/Item Growth | Projected Unit Usage | |
| POST-ALBUQUERQ | 576 | 30 | 99.34% | 6.03 | 5.00% | 755 | |
| POST-DENVER | 833 | 39 | 99.05% | 6.68 | 5.00% | 1,083 | |
| POST-SALT LAKE | 116 | 2 | 80.00% | 5.46 | 5.00% | 37 | |

FIG. 161

16200

DISPLAYING A GRAPHICAL USER INTERFACE IN RESPONSE
TO A REQUEST TO CREATE A BID PROPOSAL

16202

RECEIVING INFORMATION UTILIZING THE GRAPHICAL USER
INTERFACE

16204

GENERATING A BID PROPOSAL USING THE INFORMATION,
WHEREIN THE INFORMATION IS SELECTED FROM THE
GROUP CONSISTING OF A BUYER NAME, A DUE DATE, A
CONTRACT BEGIN DATE, AND A CONTRACT END DATE

16206

FIG. 162

16300



FIG. 163

16400

| | <i>Supply</i> | <i>MS</i> | <i>Editable</i> |
|------------------------------|---------------|-----------|-----------------|
| | <i>Word</i> | | <i>Y/N</i> |
| Bid Proposal Cover Letter | ? | | Y |
| General Terms and Conditions | ? | | N |
| Usage Estimates | ? | | N |
| Supplier Facility Worksheets | ? | | N |
| Item Information Worksheets | ? | | N |
| Sample Supply Agreement | ? | | N |
| BK Specification Request | ? | | N |
| FOB Price Component | ? | | Y |
| Truckload Freight Worksheet | ? | | N |
| LTL Freight Worksheet | ? | | N |

FIG. 164

16500

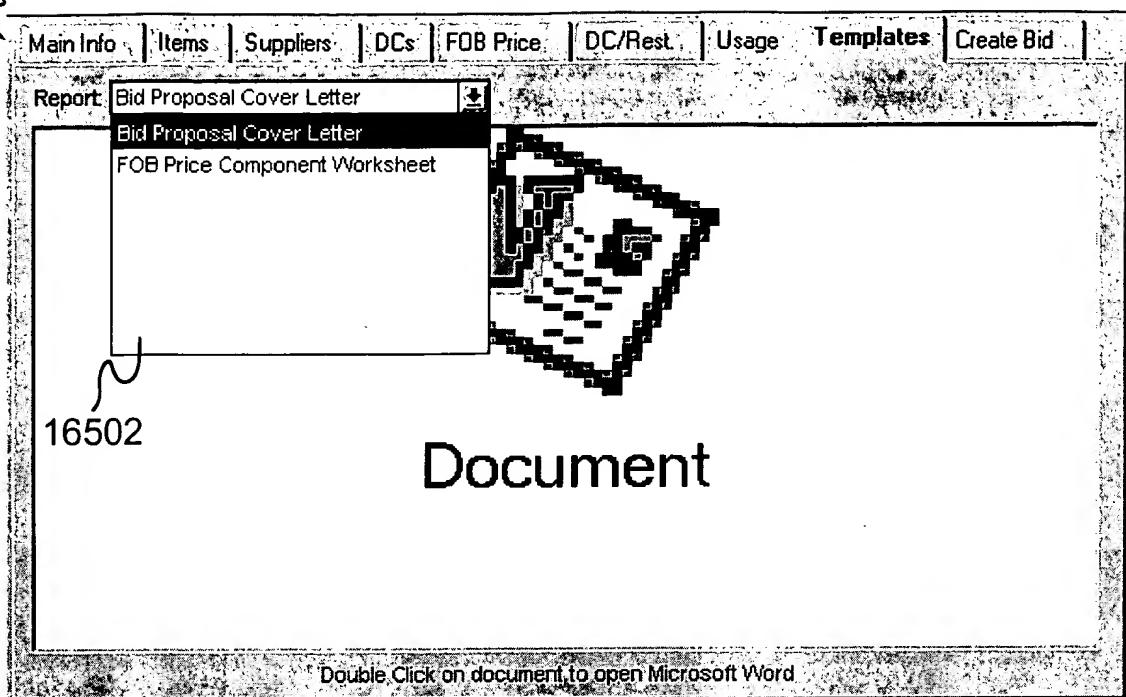


FIG. 165

16600

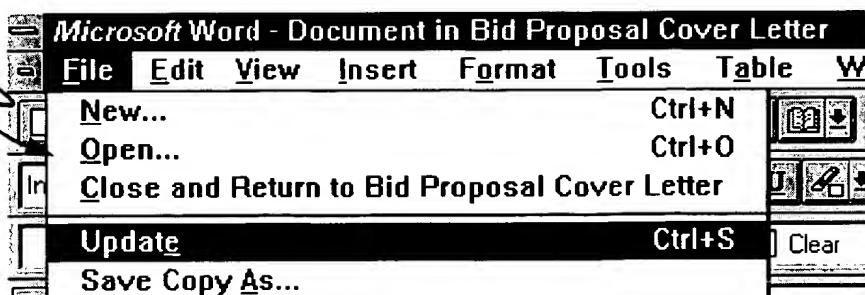


FIG. 166

16700

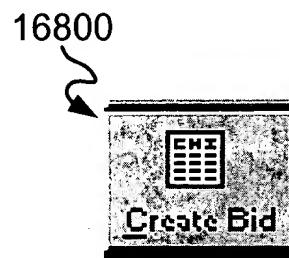
Main Info | Items | Suppliers | DCs | FOB Price | DC/Rest. | Usage | Templates | Create Bid

Bid Proposal Sent

Bid Proposal Will Include Checked Documents

| General | | Cost | |
|--|-------------------------------------|--------------------------------------|-------------------------------------|
| Bid Proposal Cover Letter | <input checked="" type="checkbox"/> | FOB Price Component Worksheet | <input checked="" type="checkbox"/> |
| General Terms & Conditions | <input checked="" type="checkbox"/> | Truckload Freight Worksheet | <input checked="" type="checkbox"/> |
| Usage Estimates | <input checked="" type="checkbox"/> | LTL Freight Worksheet | <input checked="" type="checkbox"/> |
| Supplier Facility Worksheet | <input checked="" type="checkbox"/> | Blank Sheets | |
| Item Information Worksheet | <input checked="" type="checkbox"/> | Supplier Facility Worksheet | <input checked="" type="checkbox"/> |
| Sample Supply Agreement | <input checked="" type="checkbox"/> | Item Information Worksheet | <input checked="" type="checkbox"/> |
| BK Specification Request | <input checked="" type="checkbox"/> | FOB Price Component Worksheet | <input checked="" type="checkbox"/> |
| * LTL Freight Worksheet will be printed by system if necessary | | | |
| Truckload Freight Worksheet | | | |
| LTL Freight Worksheet | | | |

FIG. 167



16900

Report: Item Information Worksheet Supplier: (all)

7/2/97

- Bid Proposal Cover Letter
- FOB Price Component Worksheet
- General Terms & Conditions
- Item Information Worksheet
- LTL Freight Worksheet
- Sample Supply Agreement
- Supplier Facility Worksheet

Restaurant Services, Inc.
Item Information Worksheet

ATTY
DS

FIG. 169

17000

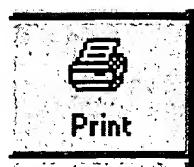


FIG. 170

17100

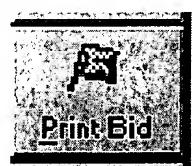


FIG. 171

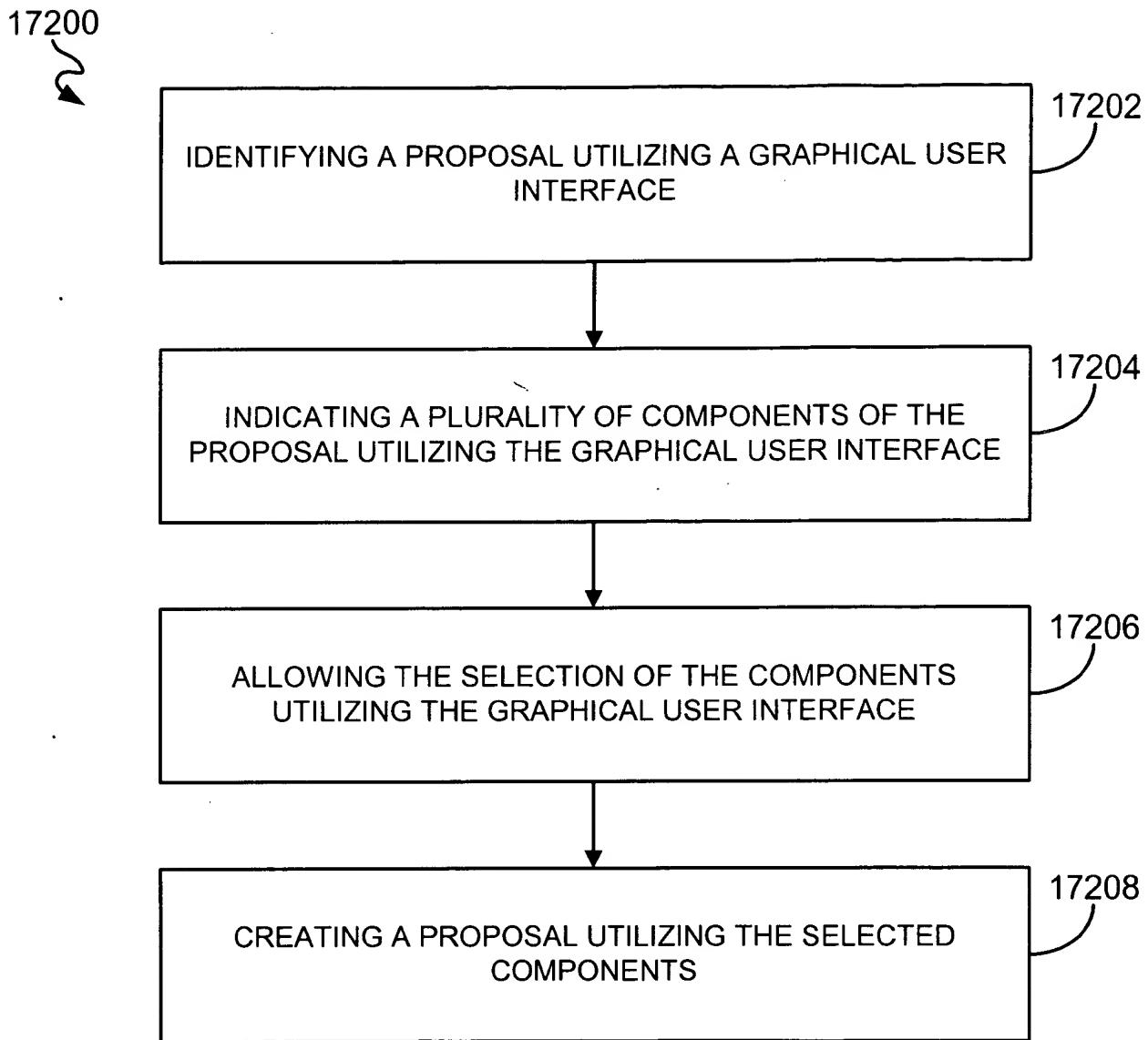


FIG. 172

17300



FIG. 173

17400

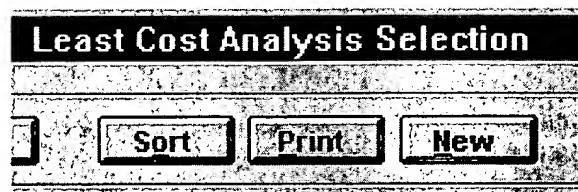


FIG. 174

17500

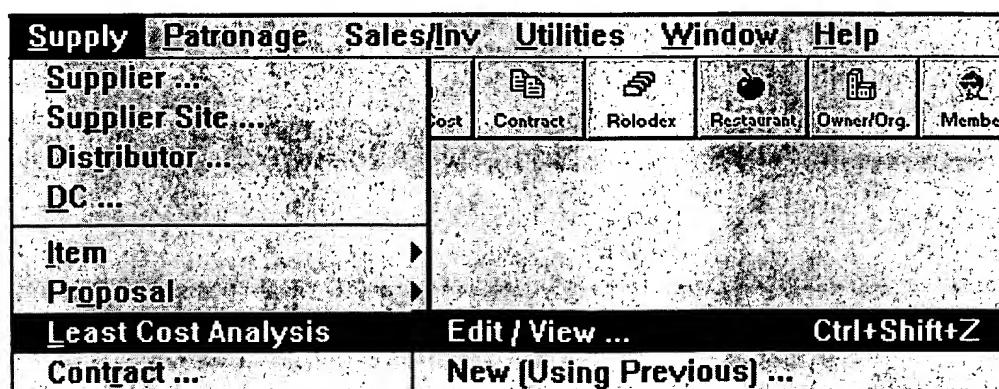


FIG. 175

17600

Bid Proposal Name: (None)

Foam Hot Cups & Polystyrene Lids (07/01/97 to 06/30/98)

Ham, Sausage, Bacon Freight Bid (10/01/97 to 12/31/97)

FIG. 176

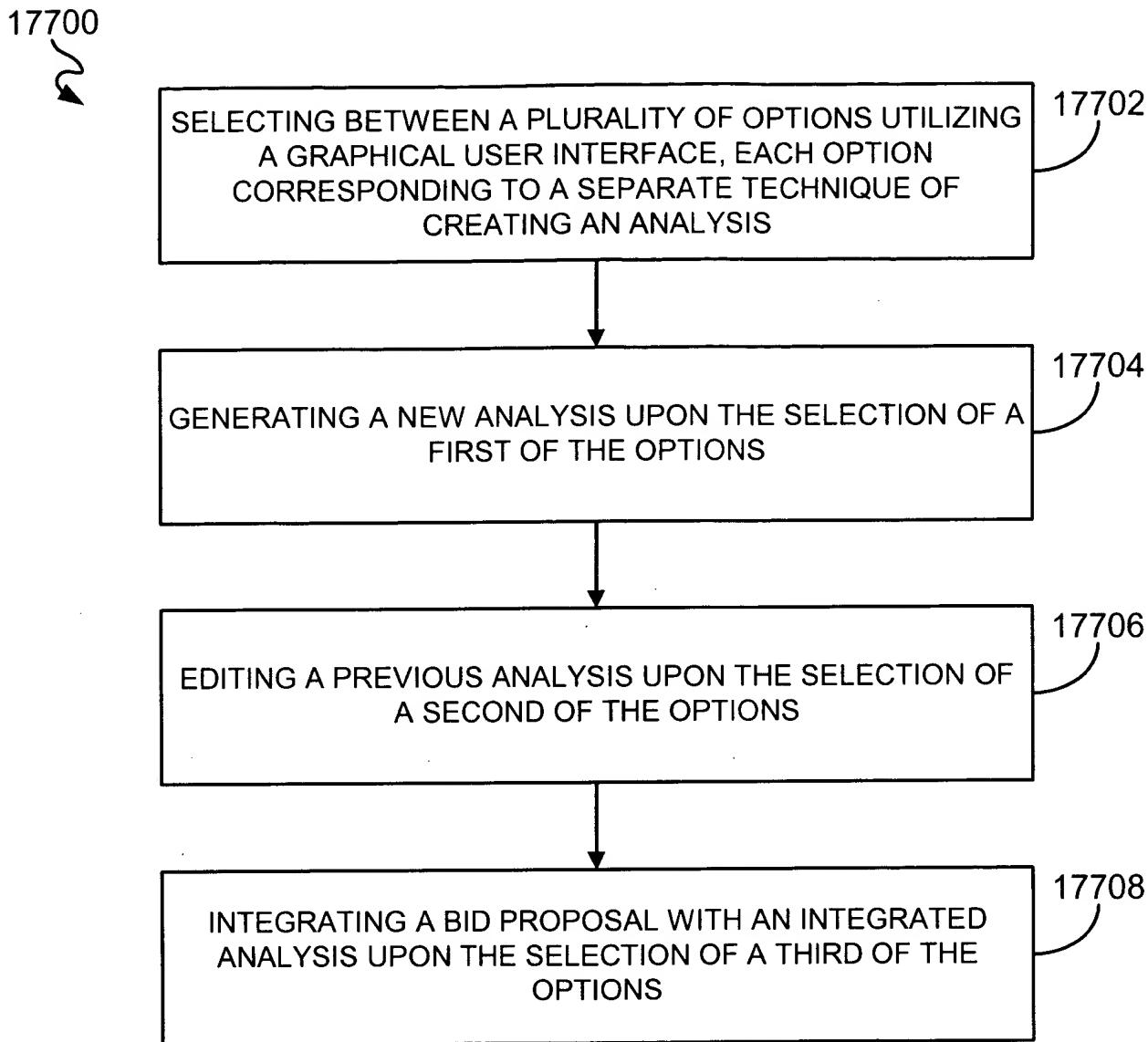


FIG. 177

17800

Analysis Name: Hash Brown Actual
Analysis ID: 1036
Buyer: Dennis Clabby
Period of Agreement: 10/1/97 THRU 9/30/98
Unit Of Measure: CASE(S)

FIG. 178

17900

Version (1) of (9) Base version
What is the max # of FOB points to allocate to each DC ? One FOB
What is pricing method for this version ? FOB + Freight
What is the RSI Invoice FOB Upcharge (Downcharge) ? 0.0000
Override RDC Truckload Validation? No
Solution Strategy: Standard Last Revision: 9/15/97 1:04 PM

FIG. 179

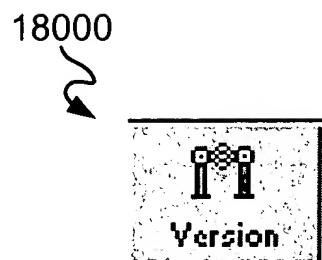


FIG. 180

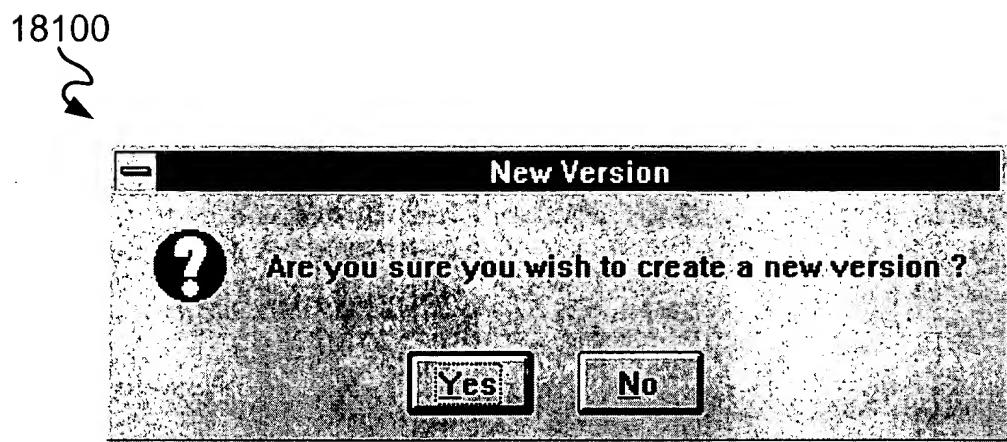


FIG. 181

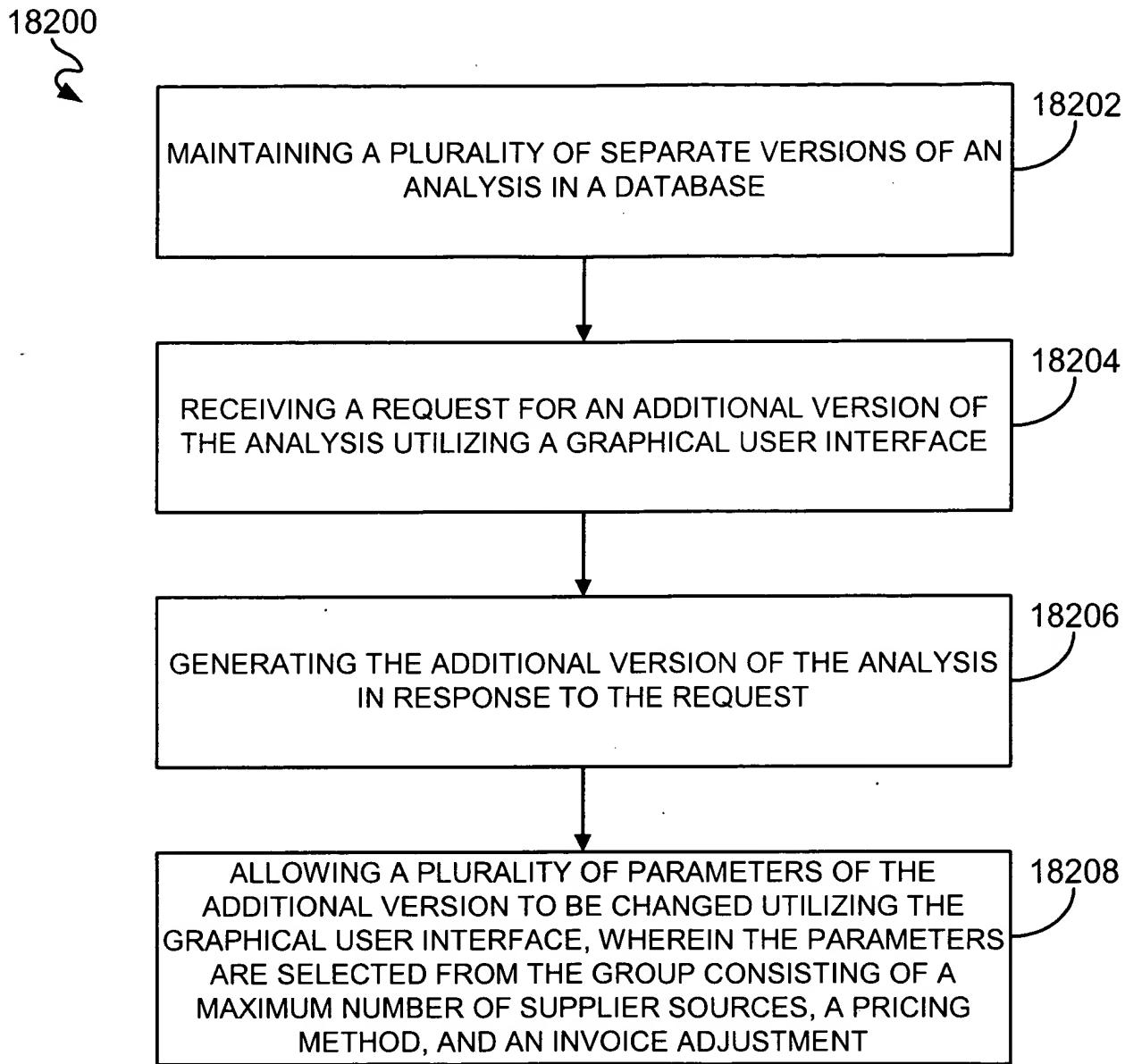


FIG. 182

18300

Query Values

| Supplier FOB |
|--------------|
| DOP |
| |
| |
| |
| |
| |

7 Rows Selected

| Supplier FOB |
|-----------------------------------|
| DOPACO-DOWNTOWN, PA |
| DOPACO-KINSTON, NC |
| DOPACO-ST. CHARLES, IL |
| DOPACO-STOCKTON, CA |
| IMPERIAL BONDWARE-SHELBYVILLE, IL |
| |

18302

FIG. 183

18400

18402

| Item Description | Conv. Factor |
|---------------------|--------------|
| FRIES-COATED (FRZN) | 36 |

FIG. 184

18500

DISPLAYING A GRAPHICAL USER INTERFACE INDICATING A PLURALITY OF ITEMS

18502

ALLOWING THE SELECTION OF ONE OF THE ITEMS UTILIZING THE GRAPHICAL USER INTERFACE

18504

DEPICTING A SUPPLIER ASSOCIATED WITH THE ITEM IN RESPONSE TO THE SELECTION

18506

ALLOWING A PLURALITY OF PARAMETERS OF THE SUPPLIER TO BE CHANGED UTILIZING THE GRAPHICAL USER INTERFACE

18508

FIG. 185

18600

| Item Description | Supplier FOB |
|------------------|---------------------|
| CUP-COLD 16 OZ | DOPACO-DOWNTOWN, PA |
| CUP-COLD 22 OZ | DOPACO-DOWNTOWN, PA |
| CUP-COLD 32 OZ | DOPACO-DOWNTOWN, PA |

| | | | |
|---------------------|----------------|----------------------|---|
| Supplier Item Desc: | 16 OZ COLD CUP | Item No: | CP2942 |
| Items per Case: | | Tie Qty: | 5 |
| Innerpack Contents: | 1200 | High Qty: | 5 |
| Item Size: | | Cases Per Pallet: | 25 |
| Item Shelf Life: | | Stacking Allowed: | <input checked="" type="radio"/> Yes <input type="radio"/> No |
| Case Length: | 22.125 | Mandatory | Case Cube: 3.43 CUBIC FEET |
| Case Width: | 15.125 | Cases Per Truckload: | 769 |
| Case Depth: | 17.75 | Gross Weight: | 29.28 POUND(S) |
| Case UOM INCHES) | | Net Weight: | 27.28 POUND(S) |

FIG. 186

18700



FIG. 187

18800

ENTERING A QUERY IN A SEARCH FIELD OF A GRAPHICAL
USER INTERFACE FOR SEARCHING FOR A PLURALITY OF
SUPPLY CHAIN COMPONENTS

18802

LISTING RESULTS OF THE SEARCH IN A RESULTS FIELD OF
THE GRAPHICAL USER INTERFACE

18804

SELECTING THE RESULTS FROM THE RESULTS FIELD FOR
INCLUSION IN A SUPPLY CHAIN ANALYSIS

18806

FIG. 188

18900



| Supplier | Terms | SLP/PLT | Minimum | Maximum | Include |
|----------------------|-------|---------|-------------|---------|---|
| CAVENDISH FARMS | | Pallet | | | <input checked="" type="radio"/> Yes <input type="radio"/> No |
| J.R. SIMPLOT COMPANY | | Pallet | | | <input checked="" type="radio"/> Yes <input type="radio"/> No |
| LAMB-WESTON, INC. | | Pallet | 200,000,000 | | <input type="radio"/> Yes <input checked="" type="radio"/> No |

| Supplier FOB | Minimum | Maximum | Include |
|-------------------------------------|------------|-------------|---|
| LAMB-WESTON, INC.-PASCO, WA | 90,000,000 | 110,000,000 | <input checked="" type="radio"/> Yes <input type="radio"/> No |
| LAMB-WESTON, INC.-RICHLAND WA | 0 | 55,000,000 | <input checked="" type="radio"/> Yes <input type="radio"/> No |
| LAMB-WESTON, INC.-AMERICAN FALLS ID | 90,000,000 | 110,000,000 | <input checked="" type="radio"/> Yes <input type="radio"/> No |

FIG. 189

19000



| Supplier | Terms | SLP/PLT | Minimum | Maximum | Include |
|---------------------|-------|---------|-------------|---------|---|
| MCCAIN FOODS | | Pallet | | | <input type="radio"/> Yes <input checked="" type="radio"/> No |
| NESTLE FOOD COMPANY | | Pallet | | | <input checked="" type="radio"/> Yes <input type="radio"/> No |
| ORE-IDA FOODS | | Pallet | 225,000,000 | | <input checked="" type="radio"/> Yes <input type="radio"/> No |

| Supplier FOB | Minimum | Maximum | Include |
|--|------------|-------------|---|
| MCCAIN FOODS LTD- PRINCE EDWARD ISLAND | 18,000,000 | 30,000,000 | <input type="radio"/> Yes <input checked="" type="radio"/> No |
| MCCAIN FOODS LTD- PORTAGE LE PRAIRIE | 45,000,000 | 50,000,000 | <input checked="" type="radio"/> Yes <input type="radio"/> No |
| MCCAIN FOODS INC-OHELLO, WA | 27,000,000 | 132,000,000 | <input checked="" type="radio"/> Yes <input type="radio"/> No |

FIG. 190

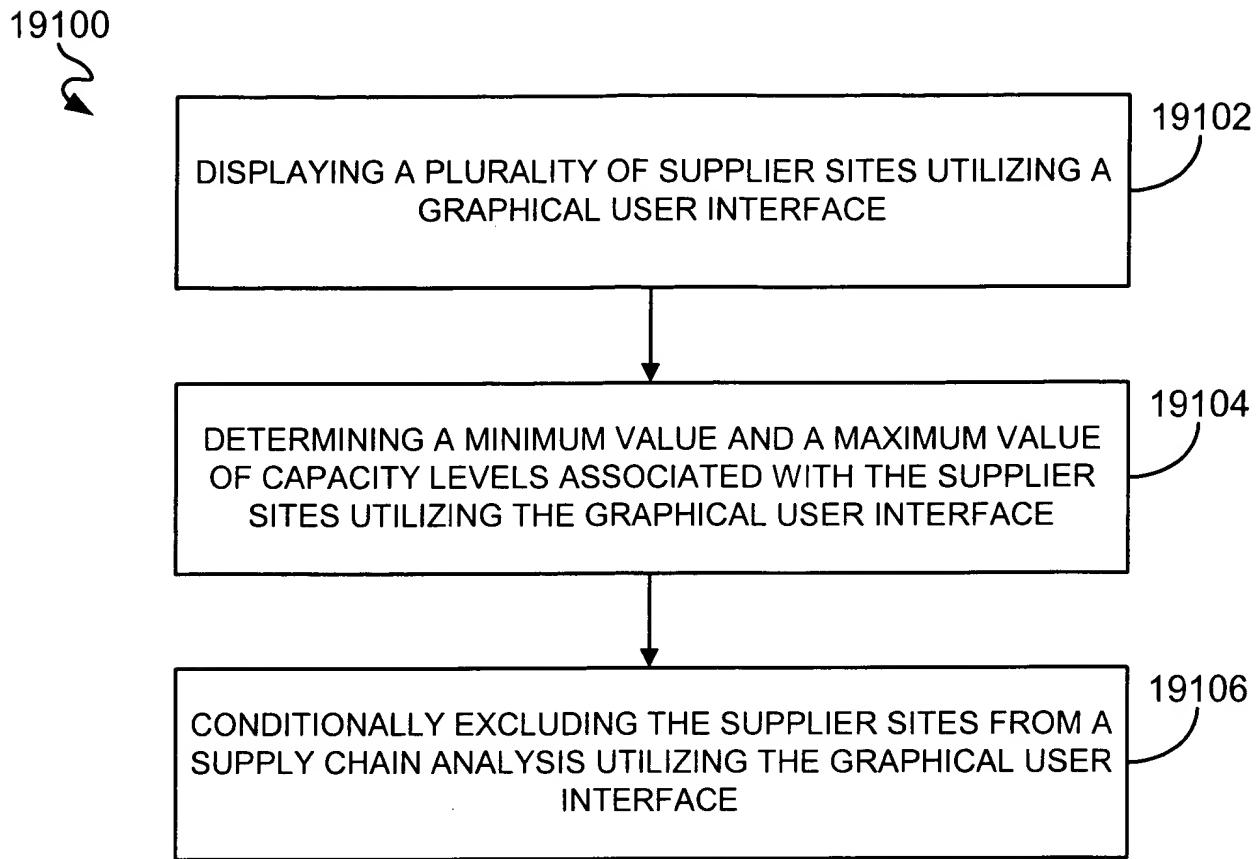


FIG. 191

19200

| Supplier FOB | # | Volume |
|----------------------------|---|--------|
| HUDSON INDUSTRIES | 0 | |
| INTERNATIONAL DIVERSEROODS | 0 | |
| SUPERIOR COFFEE & FOODS | 0 | |

| Supplier FOB | Item | Cont FOB | # | Volume |
|---------------------------|-------------------|----------|---|--------|
| HUDSON INDUSTRIES-TROY AL | MAYO-BULK | 8.4200 | 0 | |
| HUDSON INDUSTRIES-TROY AL | SAUCE-BULK-TARTAR | 9.2300 | 0 | |

FIG. 192

19300

| Supplier | # | Volume |
|-----------------------------|---|--------|
| SSI FOOD SERVICES | 0 | |
| TEXAS AMERICAN FOOD SERVICE | 0 | |
| WHITEFORD FOODS | 0 | |

| Supplier FOB | Item | Cont FOB | # | Volume |
|--------------------------------|-----------|----------|---|-----------|
| TEXAS AMERICAN FOOD SERVICE-TX | BEEF -77% | 1.0026 | 0 | |
| TEXAS AMERICAN FOOD SERVICE-TX | BEEF -77% | 1.0016 | 1 | 2,090,000 |
| TEXAS AMERICAN FOOD SERVICE-TX | BEEF -77% | 1.0010 | 2 | 2,508,000 |

FIG. 193

19400

| Supplier | # | Volume |
|---------------|---|---------|
| VENTURA FOODS | 0 | |
| VENTURA FOODS | 1 | 100,000 |

| Supplier FOB | Item | Cont FOB | # | Volume |
|--------------------------------|-------------------|----------|---|--------|
| VENTURA FOODS-CHAMBERSBURG, PA | MAYO-BULK | 8.9400 | 0 | |
| VENTURA FOODS-CHAMBERSBURG, PA | MAYO-BULK | 8.8400 | 1 | |
| VENTURA FOODS-CHAMBERSBURG, PA | SAUCE-BULK-TARTAR | 9.5100 | 0 | |
| VENTURA FOODS-CHAMBERSBURG, PA | SAUCE-BULK-TARTAR | 9.4100 | 1 | |
| VENTURA FOODS-CITY OF INDUSTRY | MAYO-BULK | 9.1200 | 0 | |
| VENTURA FOODS-CITY OF INDUSTRY | MAYO-BULK | 9.0200 | 1 | |
| VENTURA FOODS-CITY OF INDUSTRY | SAUCE-BULK-TARTAR | 9.5800 | 0 | |
| VENTURA FOODS-CITY OF INDUSTRY | SAUCE-BULK-TARTAR | 9.4800 | 1 | |

FIG. 194

19500

| Item Description | Supplier FOB | | |
|-------------------------|--------------------------------|---|--------|
| FRIES-COATED | CAVENDISH-PRINCE EDWARD | | |
| FRIES-COATED | J.R. SIMPLOT COMPANY-HERMISTON | | |
| FRIES-COATED | LAMB-WESTON, INC.-PASCO, WA | | |
| Distribution Center | Delivered | # | Volume |
| AMERISERVE-OMAHA, NE | 0.3750 | 0 | 0 |
| AMERISERVE-PLYMOUTH, MN | 0.3850 | 0 | 0 |
| AMERISERVE-WAUKESHA | 0.3670 | 0 | 0 |
| FLEMING FOODS-KAPOLEI | 0.4725 | 0 | 0 |
| KING PROVISION-ATLANTA | 0.3950 | 0 | 0 |

FIG. 195

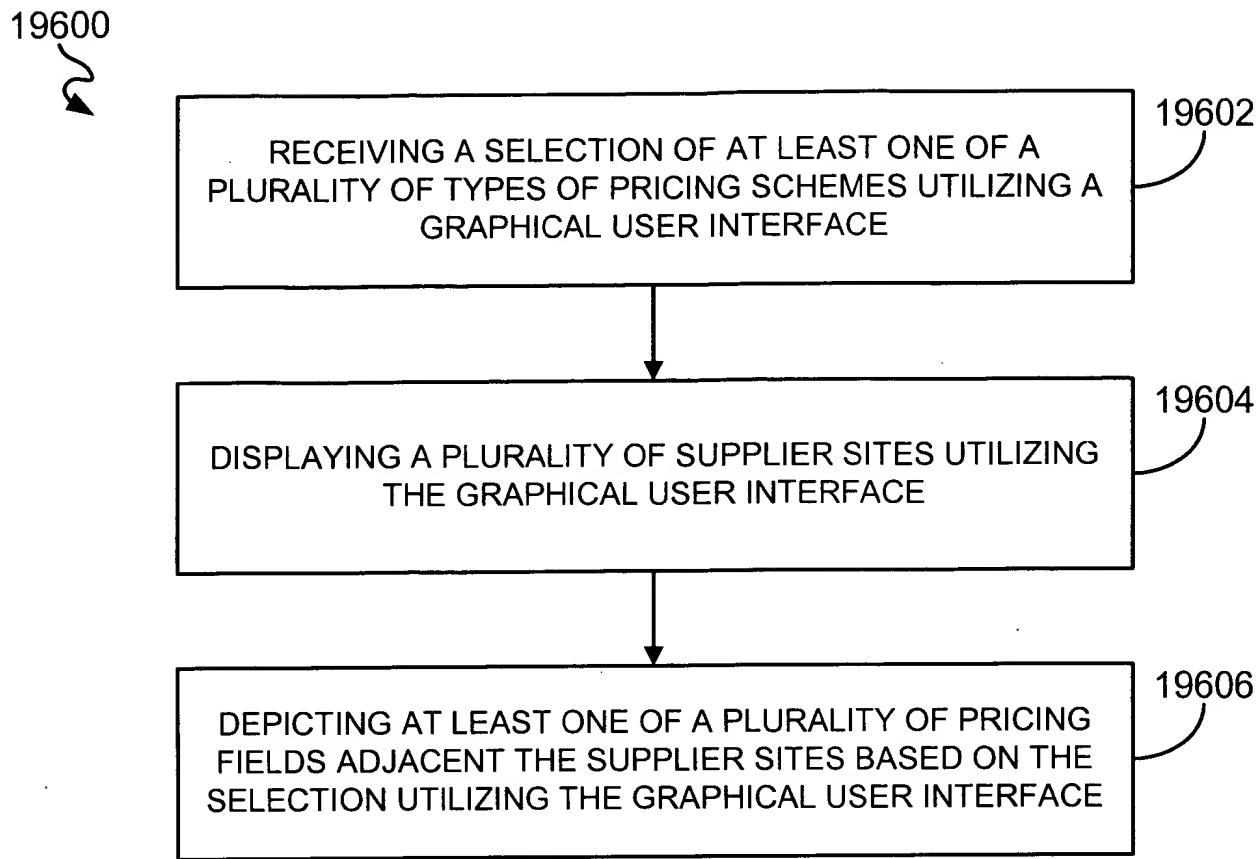


FIG. 196

19700



| Total Rest. Growth Amount | | Usage Period | |
|-------------------------------|---------------------|----------------------|----------------------------|
| 5.00% ~ 19702 | | 09/01/97 to 08/31/98 | |
| Distribution Center | Current Rest. Count | Restaurant Growth % | Projected Avg. Rest. Count |
| AMERISERVE/POST-ALBUQUERQUE | 27 | 5.00% | 28 |
| AMERISERVE/POST-DENVER | 35 | 5.00% | 37 |
| AMERISERVE/POST-SALT LAKE, UT | 2 | 5.00% | 2 |
| AMERISERVE-OMAHA, NE | 166 | 5.00% | 174 |

FIG. 197

19800



| Item | Item Growth % | Usage Period | | | | |
|---------------------|----------------|-----------------------|--------------|-----------|----------------|-----------------|
| CHICKEN-PATTY | .00 | | | | | |
| Distribution Center | Previous Usage | Projected Rest. Count | Covg. Factor | Avg. # RM | DC/Item Growth | Projected Usage |
| AMER-OMAMA | 44,035 | 166 | 98.49% | 24.12 | 4.00% | 49,205 |
| AMER-PLYMOUTH | 37,141 | 177 | 100.00% | 18.30 | 5.00% | 40,823 |
| AMER-MILWALK | 38,520 | 188 | 100.00% | 19.02 | 0.00% | 42,909 |

FIG. 198

19900

DISPLAYING A PLURALITY OF SUPPLY CHAIN
DISTRIBUTORS UTILIZING A GRAPHICAL USER INTERFACE

19902

ALLOWING THE ENTRY OF A GROWTH VALUE UTILIZING
THE GRAPHICAL USER INTERFACE

19904

CALCULATING A PROJECTED PARAMETER AMOUNT
ASSOCIATED WITH THE SUPPLY CHAIN DISTRIBUTORS
BASED ON THE GROWTH VALUE

19906

FIG. 199

20000

| Supplier FOB | | Address | | |
|-------------------------------------|------------------------------|--------------------------------|---|--------------------------|
| CAVENDISH FARMS | Dieppe | NB | E1A6X4 | |
| J.R. SIMPLOT COMPANY-HERMISTON, OR | Hermiston | OR | 99999 | |
| LAMB-WESTON, INC.-AMERICAN FALLS ID | American Falls | ID | 83211 | |
| | | | | |
| Distribution Center | Lane Restriction | | Honor TL Rate | |
| AMERISERVE/POST-ALBUQUERQUE | <input type="radio"/> Solver | <input type="radio"/> Required | <input checked="" type="radio"/> Excluded | <input type="checkbox"/> |
| AMERISERVE/POST-DENVER | <input type="radio"/> Solver | <input type="radio"/> Required | <input checked="" type="radio"/> Excluded | <input type="checkbox"/> |
| AMERISERVE/POST-SALT LAKE, UT | <input type="radio"/> Solver | <input type="radio"/> Required | <input checked="" type="radio"/> Excluded | <input type="checkbox"/> |
| AMERISERVE-OMAHA, NE | <input type="radio"/> Solver | <input type="radio"/> Required | <input checked="" type="radio"/> Excluded | <input type="checkbox"/> |
| AMERISERVE-PLYMOUTH, MN | <input type="radio"/> Solver | <input type="radio"/> Required | <input checked="" type="radio"/> Excluded | <input type="checkbox"/> |

20002

FIG. 200

20100

| Supplier FOB | | Address | |
|-------------------------------------|---|---|--------------------------------|
| CAVENDISH FARMS | Dieppe | NB | E1A6X4 |
| J.R. SIMPLOT COMPANY-HERMISTON, OR | Hermiston | OR | 99999 |
| LAMB-WESTON, INC.-AMERICAN FALLS ID | American Falls | ID | 83211 |
| | | | |
| Distribution Center | Lane Restriction | | |
| AMERISERVE/POST-ALBUQUERQUE | <input type="radio"/> Solver | <input checked="" type="radio"/> Required | <input type="radio"/> Excluded |
| AMERISERVE/POST-DENVER | <input checked="" type="radio"/> Solver | <input type="radio"/> Required | <input type="radio"/> Excluded |

FIG. 201

20200

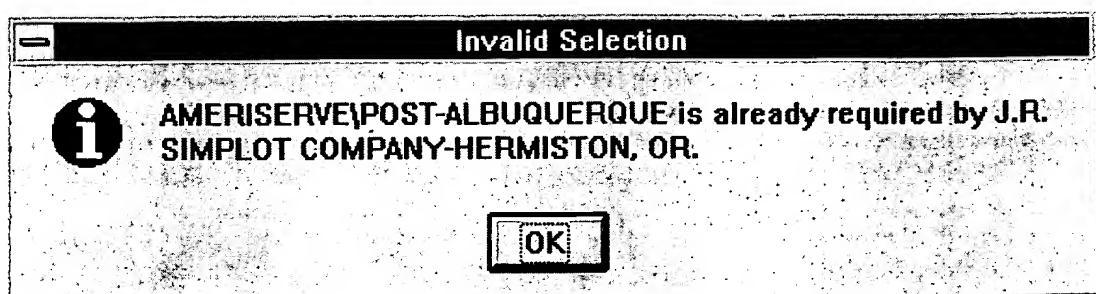


FIG. 202

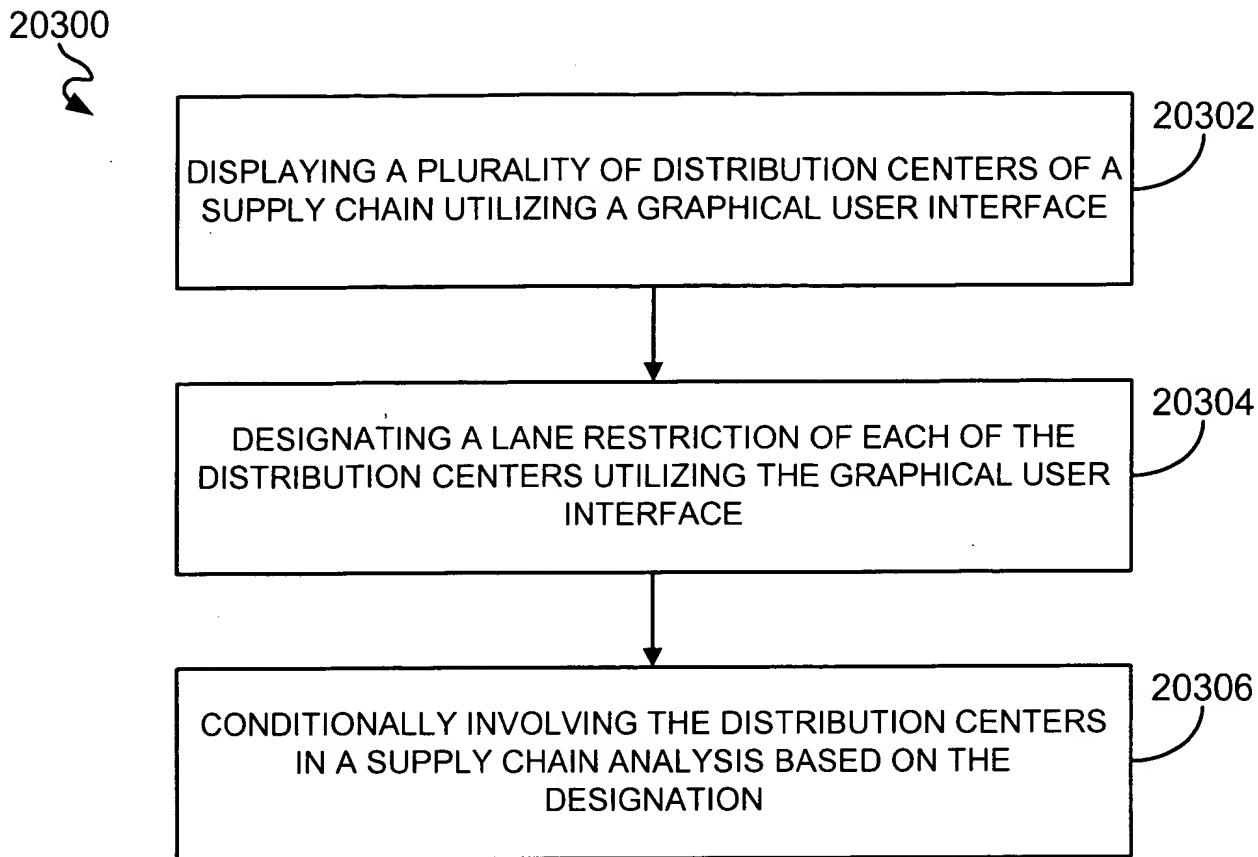


FIG. 203

20400

Supplier FOB

| Supplier FOB | | Address | |
|-------------------------------------|----------------|---------|--------|
| CAVENDISH FARMS | Dieppe | NB | E1A6X4 |
| J.R. SIMPLOT COMPANY-HERMISTON, OR | Hermiston | OR | 99999 |
| LAMB-WESTON, INC.-AMERICAN FALLS ID | American Falls | ID | 83211 |

Distribution Center

| Distribution Center | Truckload Freight | Lane Distance |
|------------------------------|-------------------|---------------|
| AMERISERVEPOST-ALBUQUERQUE | 1,617 | |
| AMERISERVEPOST-DENVER | 1,277 | |
| AMERISERVEPOST-SALT LAKE, UT | 691 | |

FIG. 204

20500

Supplier FOB

| Supplier FOB | | Address | |
|-------------------------------|--------------|---------|-------|
| O.K. FOODS-FORT SMITH AR | Fort Smith | AR | 72904 |
| TYSON FOODS-GREEN FORREST, AR | Green Forest | AR | 72638 |
| TYSON FOODS-RUSSELVILLE AR | Russelville | AR | 72801 |

Distribution Center

| Distribution Center | Weight Minimum | LTL | 0 to 1,000 LBS | 1,001 to 5,000 LBS | 5,001 to 10,000 LBS | 10,001 to 20,000 LBS | 20,000 LBS + |
|---------------------|----------------|--------|----------------|--------------------|---------------------|----------------------|--------------|
| PS-ATLANTA | 15,000 | | | | | | 1.10 |
| PS-BURLINGTON | 15,000 | 400.00 | | | | | 1.20 |

FIG. 205

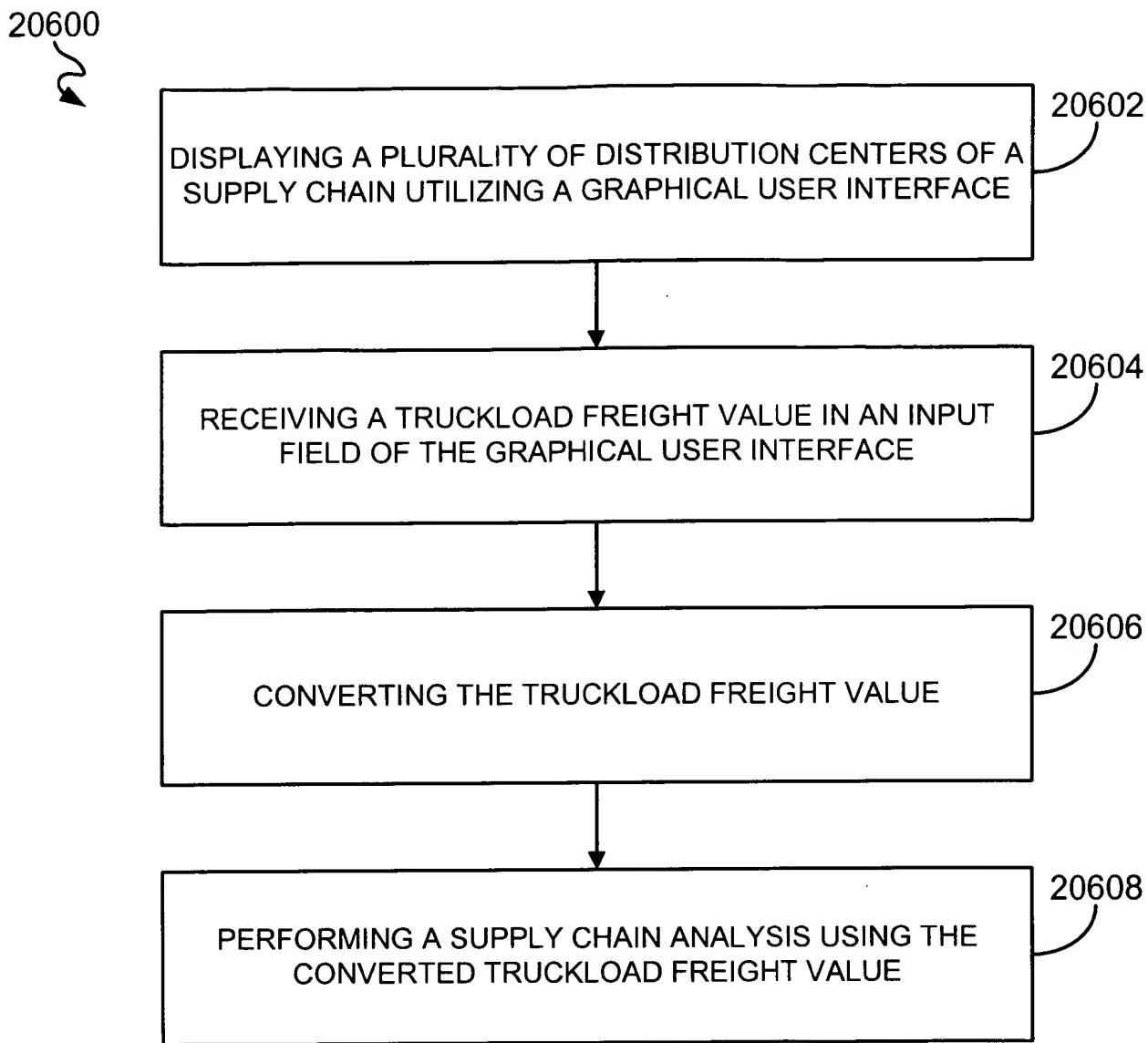


FIG. 206

20700

| | |
|--|---|
| Analysis Region MCCABE PORTLAND/RMW, ANCHORAGE | Force FOB <input type="radio"/> Yes <input checked="" type="radio"/> No |
| Distribution Center Name MCCABE QUALITY FOODS PORTLAND RESTAURANTS NW ANCHORAGE | Site Role Corporate & FOB Point Corporate & FOB Point |

FIG. 207

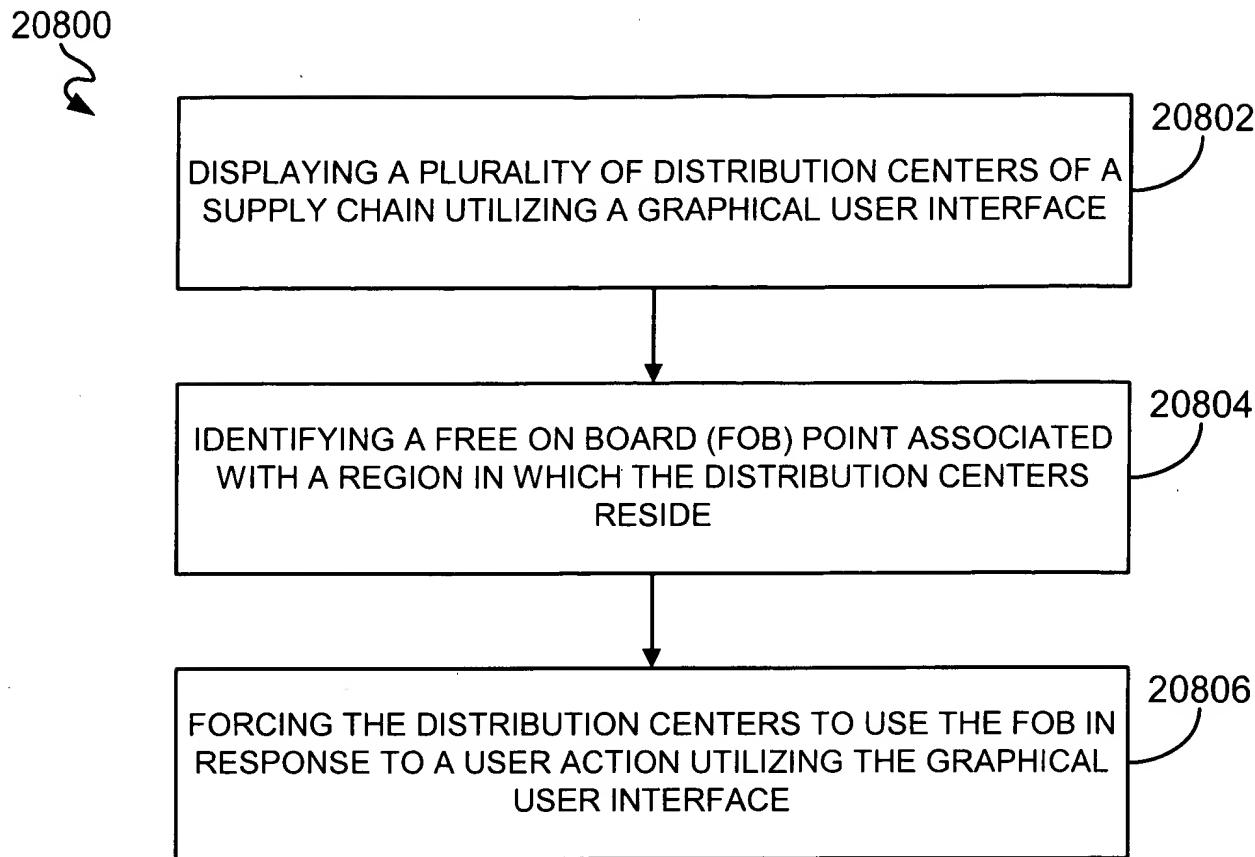


FIG. 208

20900



FIG. 209

21000

Report Selection

| | | | |
|----------------------|-------------------------|---|------------------------------|
| Report Type: | Optimal Product Routing | Report Name: | Freight Information Provided |
| Report Parameters | | Freight Information Provided | |
| Supplier: | (All) | LTL Routing Grid By Lane | |
| Supplier FOB: | (All) | Routing Results By Lane | |
| Distribution Center: | (All) | Routing Results By Lane, Item | |
| Version: | Base Version | Routing Results w/ RDC Breakout By Lane | |
| | | Routing Results w/ RDC Breakout By Lane, Item | |
| | | TL Freight Variance Analysis | |

FIG. 210

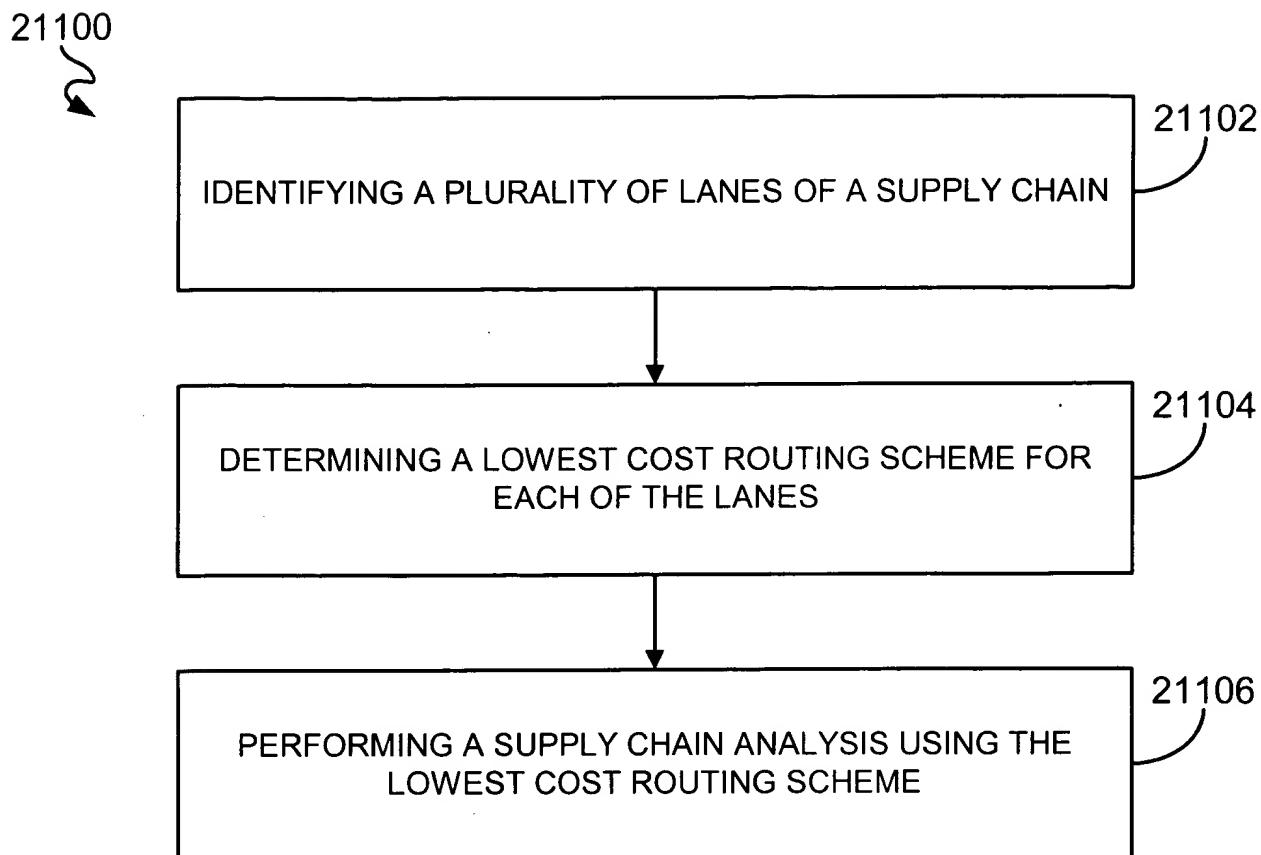


FIG. 211

21200

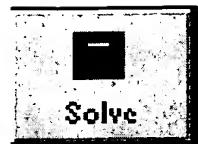


FIG. 212

21300

21302

The screenshot shows a software window titled "Report Selection". On the left, under "Report Type:", the option "Awarded Volume" is selected. To its right, under "Report Name:", the text "Awarded Volume by Item - Detail" is displayed. A scrollable list of report options is visible on the right side of the window, with several items partially visible:

- Awarded Volume
- Awarded Volume
- Comparison Reports
- Cost Matrix Preview
- Optimal Product Routing
- Tab Reports
- New Capacity & Prices

FIG. 213

21400

- Awarded Volume by Item - Detail
- Awarded Volume by Item - Detail**
- Awarded Volume by Item - Freight
- Awarded Volume by Item - Summary
- Competing DC Freight Analysis by Item
- Lane Assignment Matrix
- Lane Weighted Average Delivered Cost

FIG. 214

21500

- Assigned Volume Percentages (no conversion)**
- Assigned Volume Percentages (with conversion)
- Invoice FOB Detail Comparison (no conversion)
- Invoice FOB Detail Comparison (with conversion)
- Invoice FOB Savings Comparison (no conversion)
- Invoice FOB Savings Comparison (with conversion)

FIG. 215

21600

| | |
|--------------------|--|
| Report Type: | Report Name: |
| Comparison Reports | Assigned Volume Percentages (no conversion) |

FIG. 216

21700

- Report Name:**
- Assigned Volume Percentages (no conversion)
- Assigned Volume Percentages (no conversion)
- Assigned Volume Percentages (with conversion)
- Invoice FOB Detail Comparison (no conversion)**

FIG. 217

21800

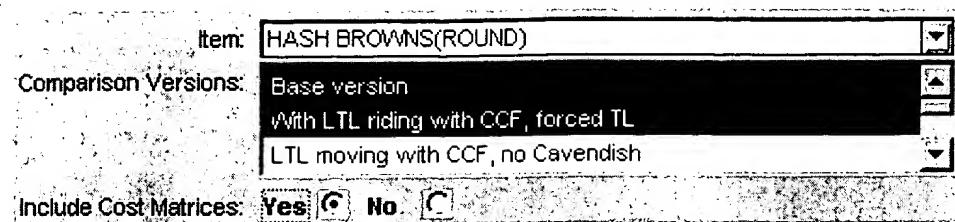


FIG. 218

21900



FIG. 219

22000

SELECTING A PLURALITY OF SUPPLY CHAIN ANALYSES

22002

LOCATING RESULTS OF THE SELECTED SUPPLY CHAIN ANALYSES

22004

COMPARING THE RESULTS OF THE SUPPLY CHAIN ANALYSES

22006

GENERATING A REPORT ON THE COMPARISON

22008

FIG. 220

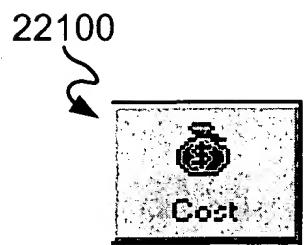


FIG. 221

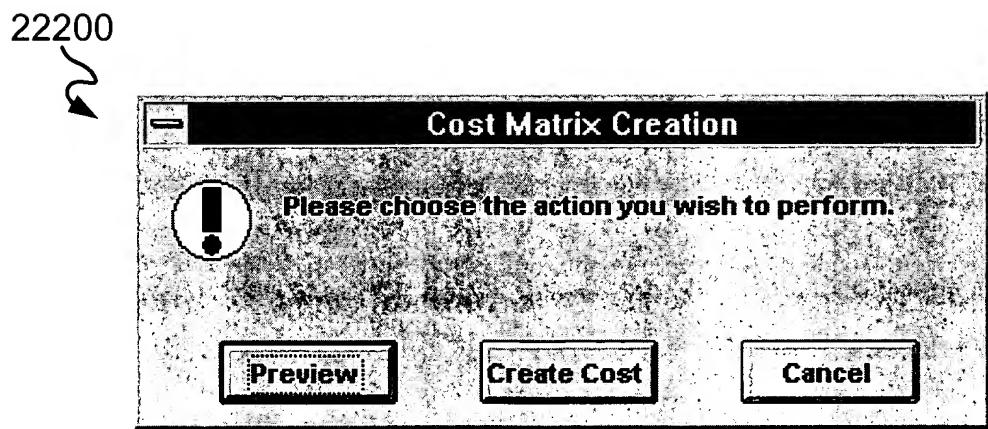


FIG. 222

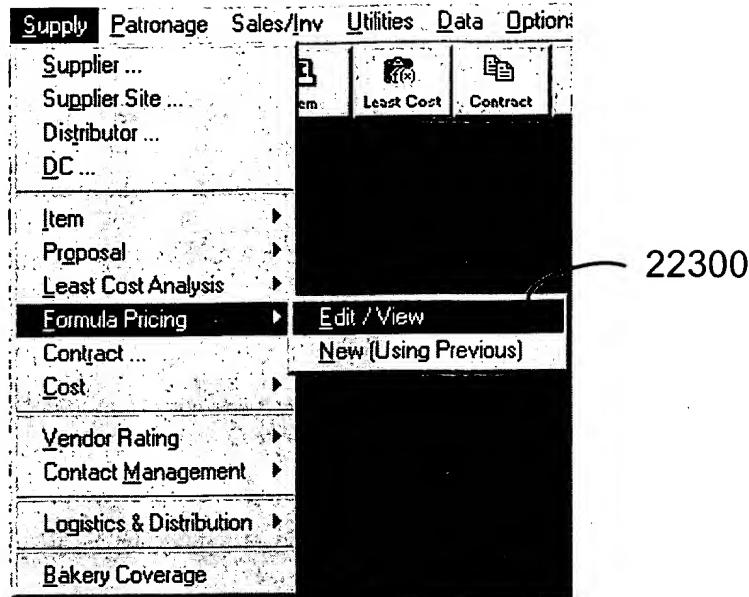


FIG. 223

22400

Formula Pricing - BEEF - 77% - 04/06/98

General Info Pricing Freight Formulas Block Cost Adjustments

Pricing ID: 12

Description: Beef Pricing 04/06/01

Item: BEEF - 77%

Raw Material Pricing Date: 04/06/01 From: 03/23/01 To: 04/03/01

Cost Matrix Begin Date: 03/15/01 End Date: 03/28/01

FOB Adjustment Amount: 0.0000

FIG. 224

22500

| Date | FRSH DOM 50% TRIM | FRSH DOM 65% TRIM | FRSH DOM 73% TRIM | FRSH DOM 75% TRIM | FRSH DOM 80% LEAN | FRSH DOM 85% LEAN | FRSH DOM 90% LEAN | FRSH DOM 90% LEAN VW | FRZN DOM 90% LEAN BL | IMP AUS 90% LEAN | Lean Beef |
|----------|-------------------|-------------------|-------------------|-------------------|-------------------|-------------------|-------------------|----------------------|----------------------|------------------|-----------|
| 03/23/98 | 0.8800 | 0.9100 | 0.9052 | 0.9300 | 0.9318 | 0.9900 | 0.9900 | 0.9950 | 1.0000 | 0.9500 | 0.9500 |
| 03/24/98 | 0.8800 | 0.9100 | 0.9149 | 0.9400 | 0.9224 | 0.9800 | 1.0000 | 1.0500 | 1.1000 | 0.9400 | 0.9600 |
| 03/25/98 | 0.8800 | 0.9150 | 0.8857 | 0.9100 | 0.9224 | 0.9800 | 1.1000 | 1.1500 | 1.2000 | 0.9500 | 0.9300 |
| 03/26/98 | 0.8850 | 0.9155 | 0.8945 | 0.9190 | 0.9275 | 0.9855 | 1.2000 | 1.2500 | 1.3000 | 0.9600 | 0.9500 |
| 03/27/98 | 0.8900 | 0.9200 | 0.9344 | 0.9600 | 0.9275 | 0.9855 | 1.0000 | 1.0500 | 1.1000 | 0.9550 | 0.9800 |
| 03/30/98 | 0.8800 | 0.9300 | 0.9441 | 0.9700 | 0.9318 | 0.9900 | 0.9995 | 0.9998 | 1.0000 | 0.9870 | 0.9650 |
| 03/31/98 | 0.8860 | 0.9160 | 0.9539 | 0.9600 | 0.9412 | 1.0000 | 1.1000 | 1.1250 | 1.1500 | 0.9550 | 0.9870 |
| 04/01/98 | 0.8700 | 0.9200 | 0.9393 | 0.9650 | 0.9224 | 0.9800 | 1.2000 | 1.2300 | 1.2600 | 0.9630 | 0.9630 |
| 04/02/98 | 0.8500 | 0.9400 | 0.9490 | 0.9750 | 0.9318 | 0.9900 | 1.0000 | 1.0250 | 1.0500 | 0.9540 | 0.9870 |
| 04/03/98 | 0.8515 | 0.9700 | 0.9539 | 0.9800 | 0.9412 | 1.0000 | 1.1000 | 1.0750 | 1.0500 | 0.9580 | 0.9870 |
| | 0.8753 | 0.9247 | 0.9275 | 0.9529 | 0.9300 | 0.9881 | 1.0890 | 1.0950 | 1.1210 | 0.9572 | 0.9859 |

FIG. 225

22600

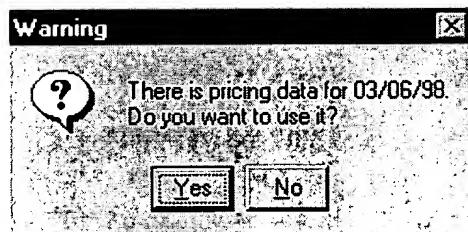


FIG. 226

22700

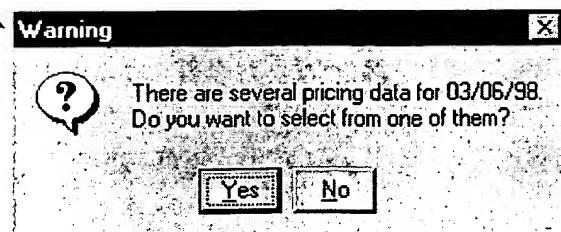


FIG. 227

22800

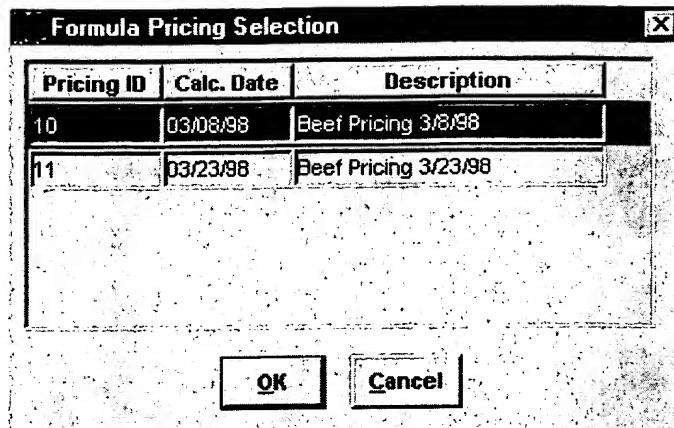


FIG. 228

22900

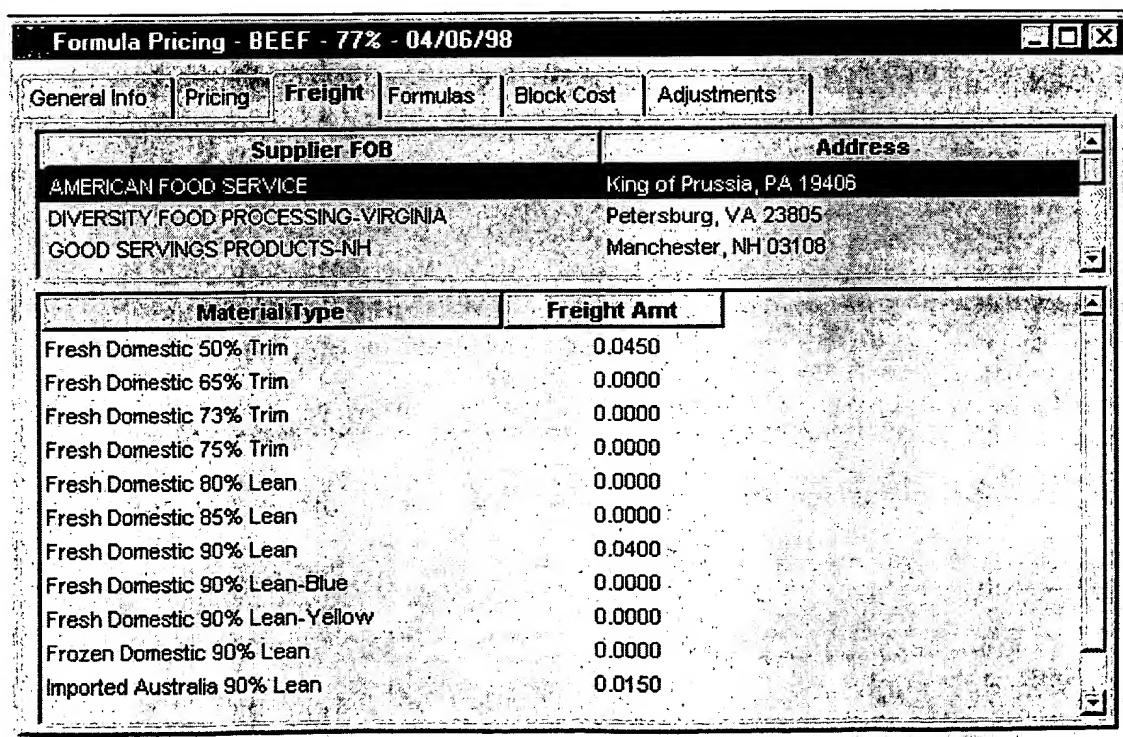


FIG. 229

23000

| Formula Pricing - BEEF - 77% - 04/06/98 | | | | | | | | | | | | | | | | | |
|---|--------|---------|--------|---------|--------|----------|--------|------------|--------|-------------|--------|--------|--------|--------|--------|--------|--------|
| General Info | | Pricing | | Freight | | Formulas | | Block Cost | | Adjustments | | | | | | | |
| Formula | FD50TR | | FD65TR | | FD73TC | | FD88LC | | FD95LN | | FD98LC | | IMAU98 | | LFTB | | Total |
| | Pct. | Cost | Pct. | Cost | Pct. | Cost | Pct. | Cost | Pct. | Cost | Pct. | Cost | Pct. | Cost | Pct. | Cost | |
| AFS-1 | 0.3120 | 0.2671 | | | | | | | | | 0.1880 | 0.2134 | 0.4000 | 0.3524 | 0.1000 | 0.0911 | 0.9840 |
| DIV-1 | 0.1400 | 0.1295 | 0.2000 | 0.1949 | 0.1400 | 0.1368 | | | | | 0.2000 | 0.2190 | 0.3200 | 0.3139 | | | 0.9941 |
| GS-1 | 0.3270 | 0.3042 | | | | | | | | | 0.1730 | 0.1972 | 0.3600 | 0.3549 | 0.1400 | 0.1303 | 0.9866 |
| S&C-1 | 0.2414 | 0.2200 | | | | | 0.2179 | 0.2026 | 0.2179 | 0.2153 | 0.2179 | 0.2388 | | | 0.1050 | 0.0956 | 0.9721 |
| SER-1 | 0.3250 | 0.2926 | | | | | | | | | 0.1750 | 0.1951 | 0.3650 | 0.3571 | 0.1350 | 0.1236 | 0.9684 |
| TEX-1 | 0.3090 | 0.2766 | | | | | | | | | 0.3410 | 0.3802 | 0.2500 | 0.2452 | 0.1000 | 0.0896 | 0.9516 |
| WH-1 | 0.3250 | 0.2958 | | | | | | | | | 0.1750 | 0.1969 | 0.3650 | 0.3608 | 0.1350 | 0.1230 | 0.9765 |
| WIS-1 | 0.3325 | 0.2977 | | | | | | | | | 0.4675 | 0.5165 | 0.1000 | 0.0986 | 0.1000 | 0.0890 | 1.0018 |

FIG. 230

23100

| Formula Pricing - BEEF - 77% - 04/06/98 | | | | | | | |
|---|-------------------|---------|------------|---------|-----------|-------------------------------------|--|
| General Info | | Pricing | | Freight | | Formulas | |
| Formula | Raw Material Cost | Yield | Block Cost | Margin | FOB Price | Include? | |
| AFS-1 | 0.9840 | 0.99 | \$0.9990 | 0.1232 | \$1.1222 | <input checked="" type="checkbox"/> | |
| DIV-1 | 0.9941 | 0.98 | \$1.0123 | 0.1669 | \$1.1792 | <input checked="" type="checkbox"/> | |
| GS-1 | 0.9866 | 0.98 | \$1.0037 | 0.1287 | \$1.1324 | <input checked="" type="checkbox"/> | |
| S&C-1 | 0.9721 | 1.00 | \$0.9721 | 0.1457 | \$1.1178 | <input checked="" type="checkbox"/> | |
| SER-1 | 0.9684 | 0.99 | \$0.9831 | 0.1325 | \$1.1156 | <input checked="" type="checkbox"/> | |
| TEX-1 | 0.9916 | 0.99 | \$1.0067 | 0.1232 | \$1.1239 | <input checked="" type="checkbox"/> | |
| WH-1 | 0.9765 | 0.98 | \$0.9939 | 0.1275 | \$1.1214 | <input checked="" type="checkbox"/> | |
| WIS-1 | 1.0018 | 0.98 | \$1.0202 | 0.1334 | \$1.1536 | <input checked="" type="checkbox"/> | |

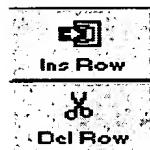
FIG. 231

23200

| Formula | Raw Cost | Yield | FOB Price | Margin | Adjustments | Adj. FOB Price |
|---------|----------|--------|-----------|--------|-------------|----------------|
| AFS-1 | 0.9840 | 0.9850 | 0.9990 | 0.1232 | 0.0000 | 1.1222 |
| DIV-1 | 0.9941 | 0.9820 | 1.0123 | 0.1669 | 0.1500 | 1.3292 |
| GS-1 | 0.9866 | 0.9830 | 1.0037 | 0.1287 | 0.0000 | 1.1324 |
| S&C-1 | 0.9721 | 1.0000 | 0.9721 | 0.1457 | 0.0000 | 1.1178 |
| SER-1 | 0.9684 | 0.9850 | 0.9831 | 0.1329 | 0.0000 | 1.1156 |
| TEX-1 | 0.9916 | 0.9850 | 1.0067 | 0.1232 | 0.0000 | 1.1299 |

FIG. 232

23400



Ins Row

Del Row

23300

23302

FIG. 233



RM Letter

FIG. 234

23500

| : Formula Maintenance | | | |
|-----------------------|--------------------------------------|---------------------------------|------------|
| Formula ID | Facility | Description | Short Name |
| 5 | AMERICAN FOOD SERVICE | American Food Service Formula A | AFS-1 |
| 7 | DIVERSITY FOOD PROCESSING - VIRGINIA | DIV Formula - 1b | DIV-1 |
| 8 | GOOD SERVINGS PRODUCTS - NH | Good Servings Formula 1 | GS-1 |

Number of Rows: 14

| Material Type | Begin Date | Percentage |
|-------------------------|------------|------------|
| Fresh Domestic 50% Trim | 10/03/1997 | 31.2000% |
| Fresh Domestic 73% Trim | 10/01/1996 | 20.0000% |
| Fresh Domestic 85% Lean | 10/01/1997 | 5.0000% |
| Fresh Domestic 90% Lean | 10/01/1997 | 18.8000% |

Number of Rows: 6

FIG. 235

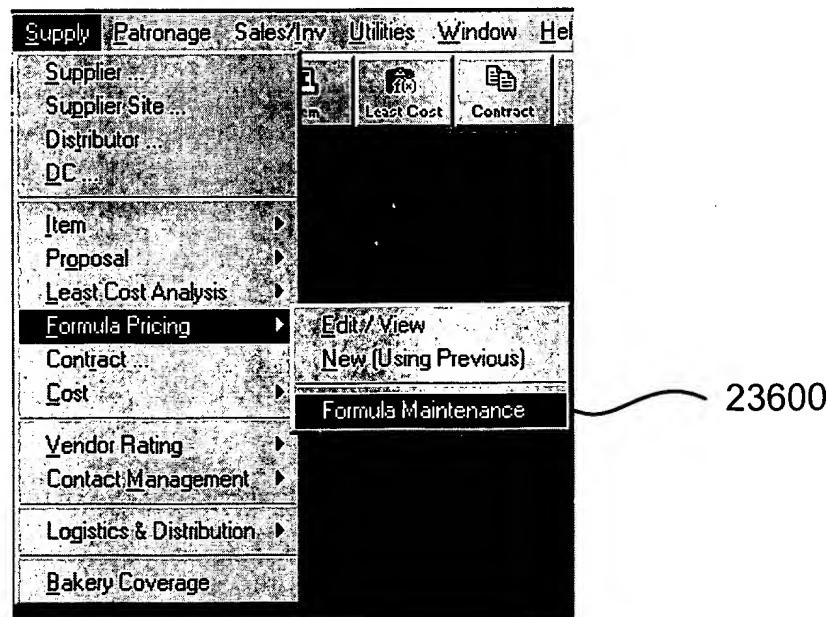


FIG. 236